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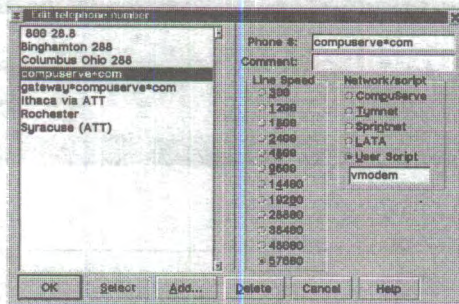
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extended attributes

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Seven steps to OS/2 software success

by Esther Schindler

It's been a busy month in the OS/2 software industry. We've had some wins, and we've had a few losses.

Good news, bad news

Here's one reason to celebrate. The 1997 Shareware Industry Awards included an OS/2 application among the winners. Peter Neilsen's PM View 1.0 won "Best Graphics/Multimedia Application." It competed against two Windows applications (including the excellent Paint Shop Pro, which has won the honor in previous years), a Macintosh application, and the OS/2 MainActor. Every category in the Shareware Industry Awards included at least one OS/2 nominee, which is certainly something to crow about. If you'd like to look at the full list of nominees and winners, head over to www.s.i.c.org.

While you're there, you might express your appreciation to the conference organizers, for making a special effort to embrace OS/2. Some of them really went out of their way to make sure that OS/2 and Macintosh were included, and worked hard to treat everyone fairly. (Everyone likes praise, after all, and these people deserve it.)

The news isn't all good. At the end of June, SPG announced the new version of its graphics application ColorWorks 3.0—along with the information that the new version will be available only for Windows 95 and Windows NT. SPG is dropping ColorWorks for OS/2, claiming that "the OS/2 marketplace has eroded to the point of no longer being commercially viable for the products we offer." Because SPG had strongly implied (some say "promised") a new OS/2 version, the news groups exploded.

Those two extremes happened in the same month—and both are stories about marketing, not technology.

Esther's rules

I've spent several years interacting with OS/2 software vendors. At least once a week, I have a two-hour long conversation with some vendor. I hear their plans, their frustrations,

and their hopes—and through it all I try to stay unbiased and upbeat, promoting the health of all OS/2 software equally. It's not always easy to do so.

One way that I cope with the challenge is to make my advice public. I've done so online, running a marketing study group on CompuServe. I wrote an article about "Care and feeding of the press" for the Internet Press Guild (at www.netpress.org). It occurs to me that the general OS/2 community might want to contemplate a few OS/2 marketing issues as well, since you (and people like you) are the folks the vendors want to reach.

So, let me set down what I consider to be The Rules.

Your software must be the best

It ought to go without saying that vendors should only ship good software. However, in the grand scheme of things, we users have grown to expect that version 1.0 will work (barely), that version 2.0 will include all the things you really wanted in version 1.0, and that version 3.0 will have the features and maturity you had in mind all along.

Because Windows applications had a head start in the market (not to mention mundane things like better funding), the OS/2 version of any given application is usually a couple of points behind. They usually have fewer features, or less feature depth. Perhaps you'd expect the OS/2 community to cut its "native" vendors some slack, except for one important characteristic of OS/2 users: they care passionately about quality. Too many OS/2 applications are barely above baggie-ware. You can't be "as good as the Windows' competition." You must be *better*. Nor can you substitute Workplace Shell integration for features. Users expect more.

Most OS/2 users—at least the ones who buy applications with any frequency—made an individual choice to install OS/2 on their computer. Their reasons for doing so vary all over the map, but one underlying refrain is loud and clear: *I wanted*

something better. OS/2 users stick with the operating system because they consider it the best available. How can you expect them to choose your application if it is not the best choice on the market?

With many OS/2 applications, the user interface leaves a lot of bare metal showing. OS/2 developers are often more concerned with stability and function than they are with making the program usable. They are often techies who, disgusted with pretty but useless Windows applications, err in the opposite direction. Don't make this mistake. (If you know that your interface needs work, get yourself a copy of Theo Mandel's recent book, published by Wiley, *The Elements of User Interface Design*, and study hard.)

A lot of OS/2 users are happy to use old versions of DOS and Windows applications "that work just fine," and they won't switch to a new program unless it offers them clear benefits. Hint: "It's the only native flowchart application for OS/2" isn't a benefit. You have to improve the user's experience, and OS/2 users have high expectations.

Your market has two faces

Unless you market a utility that's peculiar to OS/2, your application has two sets of prospective users. A "flowchart for OS/2" application could appeal to OS/2 users who need a flowcharting application, and it could appeal to flowcharting users who will entertain an OS/2 solution if that's where the best application happens to be found.

For reasons I've never understood, most OS/2 vendors don't even try to address the second set of users—even though it's probably a bigger market. Naturally, you can only succeed at this by having a product that's superior to the competition on other operating systems. Or by believing you do.

The other dual-market concern is the two types of OS/2 users. One is the individual OS/2 user who chose the operating system himself; when he buys applications it's likely to be single-unit purchases. The other

OS/2 market is the large corporate market where IBM focuses its energies, which purchases site licenses (enough money for you to make a down payment on a house) but has a long sales cycle and develops most of its software in-house. Most OS/2 software companies don't try to address the second market, even though it's more financially remunerative.

Cross platform isn't a bad thing

I've had OS/2 vendors nervously screw up their courage to tell me that they're planning to add a Windows version of their product. They seem afraid that I'll be angry at them. It's quite the opposite.

Every software vendor, particularly a small one, needs to have a *unique selling point* (USP). The USP is the reason that prospective customers should choose your application over the competition, what distinguishes you from everyone else. For a small vendor, support for multiple operating systems is an excellent USP (though it certainly shouldn't be the only advantage).

No user wants to discover that she has to change operating systems to answer her email, and to switch back to use a spreadsheet. If you can tell computer users that your application works equally well, no matter which operating system they choose, you give them an additional reason to pick your application.

The key is that the software has to work equally well no matter which version you choose. Equally well does not mean "lowest common denominator," i.e. equally poorly; every version should offer the same features, but use the capabilities of the native operating system. That's not an easy job, but you won't succeed in any OS market if you don't do this. That was the major problem with UCSD Pascal, and it's Java's major challenge. While users (plural) care about the freedom to choose, a user (individual) wants to choose the best application to run on the computer in front of him. Don't make marketing decisions that are based on solving your (vendor) problems; you can only succeed by solving users' problems.

A few vendors have been exceptionally bright in targeting the OS/2

marketplace first, and expanding outward from that niche. PowerQuest is an excellent example. Partition Magic was available first for DOS and OS/2 because, as its president Eric Ruff pointed out, it was easier to get noticed in the OS/2 universe. PowerQuest has done an excellent job expanding outside the OS/2 marketplace, without abandoning the customers who paid the bills for the first year or so.

SPG has made the mistake of abandoning the market that supported it. If they released both a Windows and an OS/2 version, they would earn sales from people who were uncertain about OS/2's future, who wanted a choice. Instead, they poisoned the well. SPG needs every advantage it can find to compete with entrenched competitors like PhotoShop—and they just threw one away.

Pay attention to your customers

Shareware author Tom Rawson is best known for 4DOS, 4OS2, and Take Command. A few years ago, I asked him about registration rates; didn't he get tired of looking at the number of downloads and comparing them to the much smaller percentage that actually register? Tom explained the wisdom of shareware marketing: pay attention to the customers you have. Don't worry about the people who don't register.

Tom's advice was specific to shareware, but I think it applies equally to "shrinkware" packages. If you make your existing customers happy, they'll buy upgrades. They'll recommend the software to their friends. They will give you positive feedback.

Time spent worrying about the "wasted" downloads doesn't help you improve your product. If you focus on the people who, to paraphrase messages I've seen forwarded from SPG's Joel Krauthaim, "didn't support us by buying our product" then you damn those who *did*.

I've seen a curious variation on this theme, from nervous OS/2 vendors who somehow become convinced that they simply *must* move to Windows. "I went on a sales call to a big company, and they told me that they'd buy my product only if I had

a Windows NT version." That sounds ominous—until the vendor is questioned more closely. How much money was the customer willing to invest in creating the Windows version? "Oh, they couldn't afford to do that. But they'd be interested once we had the Windows version done."

My friends, that is not a request for a Windows version. This is sales resistance. Anyone being "sold to" looks for reasons to say No—and you gave them a nice easy way to do so, without hurting your feelings. If they were ready to put money on the barrelhead as a deposit on the Windows NT version, it would be a different story—but you have to learn the difference between feature requests and salesmanship. Tom Rawson pointed out to me in that long-ago conversation: nearly every shareware author will tell you that people who say, "I'll register your software when you add such-and-so feature" *never do* register the application—even after you've added the feature.

Don't follow IBM's path

A few years ago, IBM told OS/2 software vendors to write SOM applications. Then Taligent. Then OpenDoc. Now they tell you to rewrite all of your applications in Java.

IBM isn't trying to mislead you. They believe in the strategy they espouse, at least for the length of time that they espouse it. (One vendor called this, "IBM's long-term strategy of the quarter.") Following IBM's lead is as bad an idea as listening to non-customers. IBM has its own row to hoe, its own customer needs to satisfy. If they don't mesh with your own goals, then don't buy into them.

That doesn't mean you should ignore IBM. If they make a business case that you can agree with, by all means make them your partner. When your goals and products align with IBM, then both you and IBM will make more money by providing solutions. But don't follow IBM's lead at the expense of the people who pay your bills.

Serve your customers' needs. Pay attention to finding and solving their business problems—not following in IBM's wake.

LogoArt includes KVEC for LogoArt, a powerful vectorizing and format-conversion program. It is a command line utility that enables the conversion of some bitmap formats to vector graphics and vice-versa. Input formats are TIF, BMP (Windows and OS/2), GIF (single and progressive), and ART (LogoArt's own format). Possible output formats are: JPG, WMF, AMF, EMF, PS, EPS, DXF, hpgl, and ART. The conversion from a bitmap to a vector graphic loses some fidelity, but going from vector to bitmap is remarkably accurate.

A couple of times LogoArt mysteriously closed up on me without any identifiable provocation, taking any unsaved data into the ether with it.

Conclusions

This is a nice vector-type graphic design program. With a price of \$99 I doubt that it would be a great value for the casual user, though. (Members of the Phoenix OS/2 Society, however, can purchase LogoArt for

\$68.) On the other hand, if you are a Web page designer who needs to be able to produce easily scaleable graphics, LogoArt is fine tool for the job. It is equally adept at simple projects, like buttons, or logos, as it is for a more complex graphic which might be used for an image map.

My biggest concern is with the lack of instruction in how to use the program. For example, the company's web page states that "any object can be filled with a bitmap image." I read through the manual and found nothing about this. I looked up "bitmap" and "fill" in the index and found nothing about this. I fiddled around with the program for a couple of hours and could not figure out how to do this. Finally, I found an obscure reference in the online help which indirectly helped me figure out how to do it—sort of. Since text can be filled, I was looking for a way to fill it with a bitmap, and concluded that it can't be done, while I did find how to fill other shapes.

To help overcome this lack of instruction, be sure to check out the examples that come with the program to get a feel for what can be done with LogoArt, since the manual does not give much indication of the capabilities this tool has. Good examples, and a minor update to the shipping version, are also found on the LogoArt Web site.

System Requirements

Minimums: 486 DX/33, 8MB RAM, 8MB free disk space, VGA-16 color graphics capability.

Recommended: Pentium 100, 16MB RAM, 20MB free disk space, 1024x768-256 color graphics capability.

My testing machine is 486 DX/2-66, 32MB RAM, 600x800 16K color display.

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feature Using VMODEM to access CompuServe

by Julian Thomas

Julian Thomas is a retired IBM engineer and programmer who uses OS/2 for almost everything; he now lives in the beautiful Finger Lakes Wine Country of New York State.

Just over two years ago, we moved from Poughkeepsie, NY to a lovely (but extremely rural) area in the Finger Lakes. As a result, I lost my local CompuServe (CIS) dialup. While I had an Advantis account, I was not yet actively involved with direct Internet access; CIS was my main source of information on OS/2 as well as several other topics. (The WINEFORUM is a very friendly place!)

The local telephone company is an independent, and our local calling area consists of only a few other communities, all smaller than ours. However, I was delighted when the phone company made Internet access available through a cooperative venture with epix (Eastern Pennsylvania Internet eXchange, I think; it's owned by another independent telco in Pennsylvania). I was one of the first to sign up when the service became available.

I realized that I could use Golden CommPass (GCP) and VMODEM to access CIS via the Internet. That would avoid the cost premium for CIS' 800 number, or for the long distance phone calls to a nearby node.

VMODEM is part of Ray Gwinn's shareware SIO package. If you aren't using SIO, you probably should be. Anyway, SIO is essential to use VMODEM.

I've been using VMODEM to access CompuServe for almost two years. At first, the CIS telnet ports were somewhat flaky, but it's been quite solid for a long time now. (Of course, it's still prudent to avoid the peak usage periods on CIS.)

The method to set up VMODEM is really quite simple. Here's how I do it.

1. Define the COM port

Define a VMODEM communications port in CONFIG.SYS, as part of the SIO device driver specification (all on one line):

```
DEVICE=C:\SIO\SIO.SYS  
⤵ (COM4, INTERNET:2E8, NONE:3)
```

This is a virtual port, and should not correspond to a real hardware port. In my case, COM1 is my modem port and COM2 is the

mouse. The details on how to add a virtual port is spelled out in VMODEM.TXT in the SIO package.

2. Set up Golden CommPass

In GCP, change the Telephone option to add an entry for VMODEM's use.

```
Phone Number: compuserve*com  
Line Speed: 57600  
User Script: vmodem
```

Now, adjust the modem setting:
Port: COM4 (to match config.sys)

Type: Default

Init string: ATZC1AM

Dial String: ATDT

The actual telnet port is compuserve.com, but GCP requires that the period (.) be replaced with an asterisk (*). The user script vmodem.scr is distributed with GCP. The C1 in the modem init string is required by VMODEM.

3. Connect with CompuServe

To connect with CIS, do the following:

- Connect to the Internet via your Internet Service Provider (ISP)
- Run VMODEM in its own window
- Start GCP and connect using the "telephone number" you created above.

You actually can run VMODEM before you connect to the internet. I use a CMD file to connect to my ISP that looks like this:

```
rem cmd file to call epix  
start /win /min .svmodem.cmd  
start nifmon sl0 1  
d:faxworksfxrcv -off  
echo AT^F1 com1  
rem *** this next command  
⤵ should all be on one line  
⤵ even tho DeScribe wrapped  
⤵ it! ***  
ppp com1 57600 connect  
⤵ jtepix.cmd defaultroute  
⤵ idle 30 mru 1500 netmask  
⤵ 255.255.255.0 rtscts  
killem nifmon  
killem vmodem  
sleep 3  
d:faxworksfxrcv -on  
exit  
SVMODEM.CMD contains:  
vmodem  
exit
```

This actually exceeds minimum requirements, since I need to turn off

Faxworks before I can use the modem port, and I also run the free-ware nifmon port monitor. Note that I bypass the Dial Other Internet Providers screen entirely. I was fortunate in finding someone at my ISP who uses OS/2 and provided me with the technique to drive PPP.EXE from the command line. However, the full description of this method is beyond the scope of this article. If you'd like to know more about it, send email to jte@epix.net with a subject line of ICE2U REQUEST and a body line: GET DIALPPP.ZIP

A zipped text file will be returned as an email attachment.

More VMODEM tips

OS2CIM seems to provide support for VMODEM also, but I was unable to make it work correctly and wasn't motivated enough to persist.

In addition to accessing CIS, there are a number of BBS systems that can be accessed using VMODEM. A list is provided in the VMODEM documentation, distributed as part of the SIO package. Included is 199.248.240.2 (Ray Gwinn's SIO support BBS) and bbs.os2bbs.com (the well-known Norloff OS2 BBS). I used ZOC to access both of these; you merely need to set the COM port to COM4 and type in the IP address or Internet address as a phone number. This allows you to use Zmodem (or another modem transfer protocol of your choice) for file transfer.

I hope that this is useful to other people who have a local ISP but no local CIS access number. Even if you have timed internet access (as opposed to flat rate), you may find that CIS access via the Internet is cheaper than using an 800 number or toll call access. It is also especially useful if you're lucky enough to have high-speed Internet access at your home or office.

If you have problems, the best place to start looking for help is probably the GCP forum on CIS. Alan Buck has walked many users through the process. ☺

products, you should join IOTTA. Or both!

If you have comments or suggestions, send e-mail to me at dboth@millennium-technology.com.

Judy

Hello, my name is Judy McDermott. I'm 52 years young and a grandmother. A nurse by profession, I currently stay home and care for my granddaughter.

I'm very honored to be able to share this column with David. I've never met him personally, but have had the opportunity to have a lot of virtual interaction with him.

I've been computing for about six years and using OS/2 for almost three years. My first introduction was a downloaded demo of OS/2 Warp 3. I wasn't impressed because I really didn't expect much from my system, but I thought I'd give it a try. I currently use OS/2 Warp 4 and expect more and more from it each day; it hasn't let me down. Under OS/2 Warp 4, I run httpd, ftpd, ircd, two IRC robots, and my first REXX program. (The application retrieves the `hobbes/pub/incoming` file listing. Through many routines, it lists only the files that have been uploaded within the past 72 hours, then uploads the html file to my homepage and is updated hourly around the clock, and that's all in the background. What an operating system!)

VOICE

I'm the VOICE (Virtual OS/2 International Consumer Education) liaison officer. I previously wrote an article for *extended attributes* introducing VOICE, but I'm sure there are new members so I'll just bring everyone up to date.

VOICE is a virtual user group which was formed in early 1997 by a group of OS/2 users with the same common goal: promoting OS/2. Our meetings are held in IRC (Internet Relay Chat). Recently, it was voted to decrease the frequency of the

meetings from weekly to twice monthly. Meetings are now held on the first and third Wednesday of each month at 8:00pm EDT. We have designated the third Wednesday of the month as the official VOICE user group meeting and have had guest speakers for Speak Up sessions.

Robert Mauro, president of Cybercom, developers of Accu-Count/2, was our first guest speaker in May. Brad Wardell of Stardock Systems discussed some of Stardock's OS/2 programs at the June meeting; he gave away a copy of the new OS/2 golf game, Links/2, to the person that answered his trivia question correctly.

We now have our official homepage up, and mailing lists have been put into place. For further details about IRC, meetings, signing up for mailing lists or membership, or just to see what project we're working on to support OS/2, visit www.os2voice.org.

Warpstock

Speaking of projects to support OS/2. I'm the Volunteer Coordinator for the "must attend" event, Warpstock '97. David is also showing his support, not only by making several presentations, but by taking on the enormous task of the Exhibit Hall Chairperson.

The Warpstock event will be held in Los Angeles, California on October 25-26, 1997. The Southern California OS/2 User Group (SCOUG) is the local sponsor of the event; Paul Hethmon, Hethmon Brothers, is the chairperson.

Warpstock is for the OS/2 community at large, a community event for OS/2 users, developers, and other people. It's our chance to get together to support our excellent operating system.

Warpstock is a nonprofit event and will be solely managed by volunteers. Visit www.warpstock.org for full details. While you're there, don't forget to volunteer your time and talents to help make this event a memorable success.

Last but not least, I'm a member of the Phoenix OS/2 Society, the

Greater Detroit OS/2 User Group, and Team OS/2.

Home Sweet Home

Have you heard the latest? Team OS/2 has found a new home and is back online at www.teamos2.org.

The domain has changed hands and is now registered to Michael McLagan, Innovative Logic Corp, of Laurel, Maryland. Mike has a lot of fresh ideas and plans for the site, and is open to suggestions. He wants the site to reflect the wants and needs of Team OS/2 members and the OS/2 community in general.

As pointed out by David, whose knowledge and experience is overwhelming, I have no certifications but have learned a lot about OS/2. There sure is truth in the saying, "Experience is the best teacher." Not to mention the many, many hours spent in the IRC `#os/2` channel. My IRC nick is mandie, so be sure to say "hi."

When I first starting going into the `#os/2` I was very quiet and just listened. Most of the time I didn't even have a clue about what they were discussing. Now they probably wish I'd be quiet. I assist people in the channel every chance I get, and if I don't know the answer... I start searching for it.

So as you see, I'll leave the technical issues to David's expertise and I'll focus on the general OS/2 community, promotional events, concerns of users, and anything else I can dig up that might be of interest to the readers of *extended attributes*.

Send questions, comments, and suggestions to mandie1@mail.oconline.com.

IBM's plans for OS/2 and related products

by Jeri Dube, IBM, and a member of the Phoenix OS/2 Society

IBM's commitment to network computing is aimed at helping customers extend the value of their existing content and developing new generations of networked applications as well as the tools to build them. IBM is using its technical strength and diversity of skills to pioneer complementary services that boost customer efforts to transform their systems into infrastructures that can leverage Internet technology. With its world class research laboratories and development organizations, IBM is creating the future for its customers—pushing the frontier and harnessing the potential of a networked world.

A discussion of OS/2 plans must begin with a restatement of IBM's single-minded focus on network computing because OS/2 Warp is, and will continue to be, completely enmeshed in IBM's strategy. As part of IBM's drive to create a networked planet, OS/2 provides a seamless path from today's client/server infrastructure and application model to the network computing paradigm that will dominate tomorrow's business world.

OS/2 development efforts concentrate on two areas:

- Product enhancements to continue making OS/2, not only a premier transition platform, but also an outstanding target for network computing.
- Rapid deployment of Java applications and tools as well as the creation of OS/2 versions of IBM's electronic business (e-business) and network offerings.

This article categorizes the OS/2 development plan into three sections. The first section summarizes OS/2 features that we are planning to deliver within a year. The second describes OS/2 application, product, and tool plans that support IBM's network computing and e-business strategy. The body of the article concludes with a descriptive characterization of OS/2 Warp Server beyond 1997. The appendices (left out of this print version but available online) cover OS/2 Warp device driver plans and Bluebird.

Please visit the OS/2 Warp Web site at: www.software.ibm.com/os/warp for the latest information as it becomes available. (Naturally, all dates mentioned here are targets, not commitments, and are subject to change without notice.)

OS/2 through year-end

IBM Enhanced Remote Access Connection Server

This enhancement establishes OS/2 Warp Server as the premier remote access server for major industry clients. Using industry standard Point to Point Protocol (PPP), a remote user can access any supported server on his network with superior performance and security, from just about anywhere in the world. Now Windows 95, Windows NT, IBM 8235, and other PPP clients can get the same great remote support previously enjoyed only by IBM LAN Distance users.

Planned availability: Q2 1997
Java Development Kit 1.1 for OS/2
 The latest Java kit for OS/2 provides up-to-the-minute network computing application support. The 1.1 version adds industrial strength database connectivity. It includes JavaBeans to speed programming with reusable program objects, the ability to create applications for national language markets, and new tools, such as the OS/2 remote debugger. With significant performance improvements, developers will find OS/2 Warp an excellent choice for building Java applets and applications that run great on OS/2 Warp and other major platforms too.

Planned availability: Q3 1997
TCP/IP Enhancements
 TCP/IP is the lifeblood of network computing. On OS/2 it's being enriched with performance, capacity, flexibility, and security improvements. Built on 32-bit technology and exploiting the latest symmetric multiprocessors, networks can be faster than ever. Servers can handle larger loads while improving security through password encryption. And Dynamic IP can lighten the administrative burden of large networks.

Planned availability: Q4 1997

Network Station Support

The IBM Network Station is a sleek network computer that gives users the benefits of running programs on a personal computer without the hassles. Boot the network stations, load 5250 and 3270 terminal emulation, run Java applications, or browse the Web, all under the central management of OS/2 Warp Server. Connecting an IBM Network Stations to OS/2 Warp Server can reduce administrative expense while improving user support and client management.

Planned availability: Q4 1997

In Support of e-Business

Lotus Go, Domino, Domino Mail, IBM DB2 Universal Database server and the transaction series: these five key servers are all supported on OS/2. IBM provides a full range of servers to meet the broadest requirements, from a simple HTTP server to a complex web server with legacy data access. In addition, OS/2 has support for intranet commerce with Domino.Merchant, which allows businesses to re-engineer their purchasing function. Domino.Action allows companies to build and deploy business solutions on the Domino platform.

Domino 4.51

Domino's server technology transforms Lotus Notes into an interactive Web application server, allowing web clients to participate in Notes applications securely. Bridging the open networking environment of Internet standards and protocols with the powerful application development facilities of Notes, Domino provides businesses and organizations with the ability to rapidly develop a broad range of business applications for the Internet and intranets. This release integrated the Domino function with the base Notes server on CD.

Availability: 3/97

Lotus Go Webserver

Lotus Go is the code name for a high-performance, secure, transaction-ready Web server that provides departmental managers and Web developers with the necessary ser-

vices to quickly build, deploy, manage, and continuously improve their Web site environment. Lotus Go supports Internet standards, including HTTP 1.0 and 1.1, SSL v3, S-HTTP, SNMP, NSAPI, ICAPI, IIOP, CGI, and Java development support. The security and remote administration come via International Connectivity Support System (ICSS) 4.2.2 and the search capability from NetQuestion. Around 3Q97 the product will incorporate Web usage mining for statistical reporting. This entry-level server is designed to help users get up on the Web quickly.

Planned availability: Q2 1997

Domino Mail Server

Domino Mail Server (based on Domino 4.6) gives much more than just e-mail. It supports Web access, collaborative workspaces, integrated calendaring and scheduling, newsgroups and real-time discussions (chats)—at a later date. Access to this advanced messaging functionality can be with any Internet standards-based mail client, including Web browsers, Lotus Notes clients, and POP3 or IMAP4 clients. Because it supports all Internet mail standards and protocols, the Domino Mail Server can interoperate seamlessly with other mail systems via SMTP/MIME, IMAP4 and POP3.

Planned availability: Q3 1997

Domino 4.6

Lotus' flagship applications and messaging server offers an integrated set of services that enables customers to easily create secure, interactive business solutions for the Internet, extranets, and corporate intranets. The award-winning Domino server enables the rapid development and cost-effective deployment of custom business-critical solutions, such as customer service, human resources, sales automation, and mass-customization marketing. Some of the enhancements for this new version include HTTP 1.1 compliance, improved security and proxy support, as well as CGI support expanded to include Java, C, Rexx, and PERL. The new version will also include the PICS rating system for rating your content on the web and

enhancements to simplify and speed up configuration and installation.

Domino Merchant 1.1

Domino.Merchant provides the capabilities needed for sales and marketing functions. Domino.Merchant simplifies creating a site that integrates with a corporate intranet, designing a catalog, registering site visitors, and processing orders securely. Domino.Merchant also taps into information stored in relational databases. The next release for OS/2 will be a corporate intranet solution especially suited for business to business commerce.

Availability: 5/97

Enterprise Connectors

These software offerings allow applications and components to easily access other applications, as well as enterprise data and transactions, whether from IBM and Lotus or from other vendors' systems. They include Lotus Domino.Connect, which supports access from Lotus Notes applications to a variety of applications and middleware; a comprehensive collection of transaction gateway solutions such as the IBM CICS, MQ Series and IMS Series; IBM Net.Data for Web-enabled database requirements; and IBM eNetwork Host On-Demand connectivity software.

Lotus Bean Machine

This visual tool for transforming JavaBeans into Java applets can be used with any web tool or web server, not just Domino. The authoring tool guides developers through every step of creating a Java applet. It works with all kinds of source media—image, text, audio and animation—with full synchronization. The Lotus Bean Machine makes it easy to create effects like ticker tapes, rollovers and banners.

Planned availability: Q3 1997

VisualAge for Java

VisualAge for Java produces 100% Pure Java applets, applications, and JavaBeans. Applications written with IBM VisualAge for Java will run in any JDK 1.1 compliant Virtual Machine (desktop). Applets developed with IBM VisualAge for Java will run in any JDK 1.1 enabled browser. The 100% Pure Java state-

ment ensures that the application can be written once, and run anywhere.

VisualAge for Java will have support for team based development. Within VisualAge for Java, the team support is seamless in its integration. It is easy to back out changes, try new performance or packaging proposals.

VisualAge for Java lets developers incorporate JavaBean components into applications. VisualAge for Java uses the JavaBean specification as the underlying technology within the tool set. Beans which are already coded can also be wired into an application seamlessly.

Most of all, VisualAge for Java (through the Enterprise Access Builder component) provides unparalleled support for the creation of scalable web based client/server applications. The middleware generation capability within VisualAge for Java offers enterprises simplified client/server programming, improved scalability, and increased flexibility.

Planned availability: Q3 1997

Domino.Action Web

This product enables businesses to build and launch a Web site from scratch, often in less than a day. The three simple components to the Domino.Action application are:

- SiteCreator (user interface for selecting and configuring key elements of the site),
- Library (a template collection that includes design elements such as forms, subforms, and views), and
- AppAssembler (uses information in SiteCreator to generate a Web site).

Web browsers and Notes clients can both access rich, full featured interactive web-based applications created with Domino.Action.

Availability: released 3/97. Domino 4.52 integration planned Q2 1997.

OS/2 Warp—beyond 1997

IBM has three high level goals for its future OS/2 development. IBM will continue to:

- Be the best enabling platform for network computing solutions,

- Build on its industrial strength, and
- Improve scalability, performance, and capacity characteristics.

Each goal implies a set of features and functions that IBM must add to the current OS/2 Warp Server and client. Specific line items have not been booked in the plan. What follows is a general characterization of the release and some of the rationale behind it.

Being the best support platform for network computing comprises a number of activities, not least of which is reacting to emerging browser requirements. One of these is TRUEDOC, which allows the client to get information on how to render fonts in a article from the server rather than locally.

Java server support is also important. IBM is working to develop the best infrastructure to support servers storing and serving Java applications. This area entails reducing the complexity at the client level by keeping administrative and maintenance functions centrally located on the server.

The network world is driving servers to become more specialized in function. Developers are designing OS/2 to be a good base for servers that can be tuned for specific tasks.

IBM plans to add OS/2 functionality in the areas of security services, remote access, license management, and advanced printer services. Providing an environment for secure transactions is particularly important because of the growth of electronic commerce.

One key feature in the area of remote access is the Lightweight Directory Access Protocol (LDAP). This open standard protocol for directory services runs over TCP/IP. Integrated into OS/2 Warp Server, LDAP's industry standard directory service can reduce management and support costs. The directory service allows OS/2 Warp Server clients to access printers, files, or applications on other servers. Similarly, clients based on other servers have access to the OS/2 Warp Server. LDAP keeps directories synchronized and prop-

erly identifies and authenticates users.

OS/2 will continue to reflect IBM's network computing strategy. OS/2 will stay synchronized with the direction of IBM's vast software portfolio providing a strong base for solutions coming from other IBM divisions including Lotus and Tivoli.

OS/2 servers and clients are already well known as systems robust and reliable enough to trust with mission critical applications. However, as the world becomes more networked, businesses build an even greater reliance on their servers.

Before Internet technologies were so prevalent, when a system went down, a relatively small number of people were affected. Now, servers are capable of being accessed by everyone who has a PC with a browser and modem; when a server goes down it has much higher visibility and consequently a significantly larger impact.

Because end users need information from multiple sources worldwide, there is a greater need for client reliability as well. These usage characteristics drive the goal for industrial strength.

A system's availability is a key bellwether of its strength. IBM will focus on the back-up and recoverability mechanism in the next planned release. This thrust entails methods to save critical data when a system fails during a transaction and ways to improve recovery processes to minimize server down time. Our development team will concentrate its efforts on file system improvements.

Industrial strength also comes from compatibility with a wide variety of systems, protocols and devices. IBM will work to improve device driver capability. We will focus on backup devices, powerful and high capacity CD ROMs as well as devices rendered hot pluggable via PCMCIA cards. IBM also aims to continue to broaden OS/2 Warp Server support in heterogeneous environments, encompassing an even wider range of clients and connectivity requirements.

Just as reliability becomes more critical in a networked world, scalability, performance and capacity issues also grow in importance. Future developments will enhance

performance and capacity characteristics—where performance is less sensitive to the number of transactions being handled. Designers are investigating 32-bit and even 64-bit device drivers. They are also looking at enlarging real memory to allow server applications to handle more concurrent clients.

Parting Thoughts

A key part of IBM's OS/2 Warp strategy is Software Choice: periodic delivery that can allow companies to receive the latest OS/2 features as soon as they are available, without having to wait for the next release. This new way of distributing software simplifies testing and quickens deployment of new features and functions. More information on Software Choice is available at www.software.ibm.com/os/warp.

At the same time OS/2 Warp developers are enhancing the base operating system to continue to fulfill its promise in the network computing world, it is also changing form. IBM's new technology, code-named Bluebird, is the result of that metamorphosis; the robust core of OS/2 is the base of a new technology that will fill the emerging managed PC role in a networked world.

IBM's plans indicate that OS/2 Warp planners, designers, and developers are fulfilling the requirements to make it a premiere network computing platform, while enhancing its already reknowned reliability and robustness. IBM's commitment to its OS/2 Warp customers is solid; IBM's commitment to OS/2 products and technology is enduring. ☺

Oh no—not another learning experience!

by Jim Jarosz <jjarosz@tcccom.net>

My son and I share the same email address, and both of us use South-Soft's PM Mail. My son thought he was deleting a message, but accidentally deleted the entire account. As it is supposed to do, PM Mail deleted the account, the directory structure, and all the messages. Was my son surprised. *Yikes!*

At least my son realized the situation promptly, and asked me to explain it. I promptly shut down OS/2, knowing that the best chance to recover a file is immediately after it has been deleted. However, I also knew that using a multitasking system with a delayed write disk cache may have overwritten some of the messages.

What may appear as a disaster was not as bad as it initially seems. I do backup regularly, and nearly all of the information that was important was on a tape. It would have been a simple matter to restore the lost files and go on. But I would have lost any new messages, and important information could be lost. I chose to take advantage of the learning opportunity, and try to recover as many of the files as possible.

Getting suggestions

I posted a note on the os2-1 listserv on the Internet. Several people gave me advice about how to handle the situation. This also taught me about the online resources I have available when trouble is encountered!

A frequent (and good) suggestion was to use Phoenix/2. This is IBM employee written software (EWS), available as freeware in all the usual place, that will "undelete" files on HPFS volumes. One person generously sent the files to me. (Thank you; I will pass this kindness along to another.)

Another suggestion was to use the Gammatech Utilities from Soft-Touch. Other suggestions (to prevent this sort of situation in the future or at least to cope with it easier) included creating a maintenance partition, and I got more backup suggestions.

What I did

Fortunately, as soon as I realized what had happened, I shut down OS/2. I did not intend to start the operating system again until I had recovered the files. I booted from the OS/2 utility disks and tried Phoenix/2. Phoenix/2 found deleted files on the volume. Unfortunately, none of them appeared to be mail messages.

My second step was to purchase the Gammatech Utilities. I had a free partition on my hard drive, so I did a minimum installation of OS/2 there, then installed the Gammatech Utilities into that partition. The undelete program found over a thousand files it could recover, and most of them were the inadvertently deleted mail messages. I went through the list, selecting all the mail messages, and retrieved them to the new volume I had just created. I compressed the mail messages to a zip file on a floppy disk.

I then booted to the OS/2 volume that I usually use, on which PM Mail is installed. I restored the missing directories and the messages from the backup. I created a new folder in PM Mail, and placed the recovered messages in the new folder. I had PM Mail re-index them. It was a simple matter to review the messages, delete any duplicates, and transfer the new ones to their appropriate folders.

How successful was the effort? Very successful. I do not think I lost a single message. I practiced some system administration skills and learned to use some good tools.

Comments

There is no such thing as too many backups!


PM Mail is one of the two best mail clients available for OS/2. (I'm not trying to start a religious war here.) However, I would like to see a more "convoluted" path to deleting an account, preferably with lots of warning messages.

There is no such thing as too frequent a backup!

Of the two utilities, the Gammatech undelete program is better in my opinion. It was able to find any possible file that existed on the volume. It did an excellent job of getting all the messages. I would like to see the ability to view the file while you are selecting it for recovery; this feature would not be suitable for all files, but seeing the text in these messages would have been helpful.

Phoenix/2 did a good job of recovering the files it did find. Phoenix/2 also allows you to see the first 4096 bytes of the files it recovers. The program was not suitable in this instance, since it appears that it can't recognize the presence of a deleted file unless parent directories are there. Gammatech found them all.

Did I mention the value of having good backups, yet?

Much has been said about maintenance partitions. It is worth the effort to do this. If you have a Presentation Manager utility, this will be more efficient. Phoenix/2 runs from a command line and will work from the utility disks; a version of Gammatech Utilities will run from the command line as well. Create a maintenance partition, if you can afford the disk space. Surely, create the utility disks, and configure them to run the utilities of your choice. Test them to be sure. In the worst case, you can use the install disks. 

Jim Jarosz uses OS/2 to log onto the Internet from Central Wisconsin where he practices dentistry to support his computing habit.

The Society... on the road

by Lee Baldwin

The Phoenix OS/2 Society is growing! Not very many months ago, I wondered aloud if this would be a good thing. At that time, we were about to have the first OS/2 Marketplace Conference, and we were organizing a mass mailing to former *OS/2 Magazine* subscribers. (As mentioned in previous columns, the mass mailing had its predicted result; there is still some discussion about doing the rest of the list.)

The OS/2 Marketplace conference did not generate much revenue, but it did get us some recognition. The next OS/2 Marketplace is scheduled for the first weekend in May, 1998.

I still don't know if all of this activity has been a good thing for the group that was. Prior to all this whoop-da-la, the Phoenix OS/2 Society focused on local activities. We did demonstrations at CompUSA and Egghead, we had an Installation Day or two, and we were generally out in the community. With our international flavor, POSSI appears to have changed. We have not been doing the activities that brought in the local membership. It's time to change that!

New local activities

We are planning a Saturday at Software City (at Missouri and 7th Street) to do OS/2 demonstrations and get the local interest back up. By the time you read this column, that

activity will be very close; the Saturday demo will probably be held on August 16. If you are interested in participating, send me an email, and I will get back to you.

The second local activity will be ITEC, a local technical fair that goes on during the work week in October. Since ITEC is for small and medium businesses, it's a perfect way for us to demonstrate OS/2's benefits, and let people know about the Society. POSSI last participated in ITEC about two years ago, with success. If our participation in ITEC is to happen, we will need volunteers (available during the day) to staff the booth.

It worries me when I see advertisements for events like the Arizona Internet and Computer Expo, but I hear nothing about it until it is too late. I have to admit that I need your help! When you see something of this nature, please call it to my attention. I may ask you to do a little more research or to lead up organizing the effort. I might ask you to get in touch with whomever handles that particular show. But many hands make light work. If we can participate in these events for a nominal sum, the attendees become more aware of OS/2, and the Society may become one of the driving computer forces of Phoenix.

Demo magic

Let me talk a little about my own experience in attending these demonstrations. Much of what I did was to show my enthusiasm for OS/2. I was not the most knowledgeable person on OS/2; I was just a user. The questions I was asked caused me to become vastly more knowledgeable on the subject. That's because I would take that person over to someone who *did* know, and I'd listen to the answer. (I still get asked questions that I have no clue how to answer, but now I don't know whom to ask.)

Besides gradually becoming an expert (or at least improving your own OS/2 knowledge), you will develop a network of resources for answering your questions. You will find out who has good answers for your questions, and who just leads you down the garden path.

POSSI at Warpstock

POSSI also plans to have a booth at Warpstock. A fair number of us will be attending the event. We also plan to staff the booth, selling current and back issues of *extended attributes*, and talk to whomever stops in the area. This sounds like a lot of fun! Come and join me and the others who will be happy to have you join us at the next "happening." ☺



Come visit us!

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August meeting Putting together an OS/2 system

by Esther Schindler

If you run OS/2, one predictable concern is "What hardware should I get?" Every OS/2 user wants to know what equipment is best for the operating system, and, possibly more importantly, what hardware to avoid.

The August meeting of the Phoenix OS/2 Society, on Tuesday, August 12, will address this topic in detail. Our guest will be Ken Espiau, operations manager of Computer Central in Sedona. Computer Central sells OS/2 pre-installed on computer systems, to individuals and companies of every size. Because Ken's company has sold and supported OS/2 on such a wide variety of systems and for every kind of computer user, he's best suited to talk about making the best hardware choices.

Ken has even figured out how to preload IBM Aptivas with OS/2 Warp.

About Computer Central

Computer Central, located on Coffee Pot Drive in Sedona, is a full service computer center. The company offers IBM, HP, and Compaq computers and servers, laptop computers, a variety of printers, and a comprehensive range of software—including a section devoted to OS/2 applications. The company is a Premier BESTeam member, and has on staff a Novell CNE, IBM Certified OS/2 Warp Server Engineer, a Certified OS/2 Warp Server Engineer, and a Compaq Accredited Systems Engineer. They also offer training classes.

When and where

The general meeting will be held at 7:00pm on Tuesday, August 12, at the Mountain Preserve Reception Center (1431 E Dunlap). The Q&A session begins at 6:30pm; we're certain to re-convene at Coyote Springs afterwards. ☺

General meeting

what

- ▲ Putting together an OS/2 system—Computer Central

where

- ▲ Mountain Preserve Reception Center
1431 E Dunlap
Phoenix, Arizona

when

- ▲ Tuesday, August 12, 1997
- ▲ 6:30pm: Q & A session
- ▲ 7:00pm: Regular meeting

SIG News

net SIG

by Mike Briggs, mike@possi.org

At the last meeting, we downloaded and installed Netscape and its plug-in pack. It went quickly and smoothly, with a fast 'net connection.

We then began a discussion about Usenet newsgroups: what they are, what they can do for us, and how to read them. For our first look, we used the news reader that comes with Netscape. We examined the process of configuring for a news server and subscribing to newsgroups. There is most likely a newsgroup for your hobby or interests. Soon there will be three good news readers for OS/2; we'll take a look at them over the next few meetings.

LAN SIG

by Elliot Abramowitz, elliota@indirect.com

Our guest speaker at the June meeting was Mike McClure, the territory manager for Bay Networks. I want to offer my thanks to Mike for pinch hitting for the planned speaker, Don Schiliday; Don was unable to

attend due to last-minute scheduling problems with an ASU final exam.

Mike did an excellent presentation on how the network hardware is the underpinning of LANs and WANs. Among the items he discussed were:

- ASDL is the next step in digital communication
- A channelized T1 line actually provides 64 connections
- Switches are now being used in place of routers, which use "virtual connections"
- Mike explained the differences in Bay Networks' product line, and talked about the shift towards ATM.

Among the hot topics these days in network administration are ROI (return on investment) and System Management. So, at our next meeting, we will talk about system management with fellow POSSI member Gil Day, as he demonstrates IBM's Network Management System, Tivoli Management Environment (TME 10). TME 10 is an object oriented, cross platform enterprise management system.

Gil is a Senior Systems Engineer in the Tivoli Southwestern sales region. He has been with IBM for thirty years, including eleven in Phoenix.

continued on page 15

history Coming events

This is a list of events scheduled by the Phoenix OS/2 Society. Unless otherwise noted, active members may attend any scheduled event for free.

Meeting notes

For the latest updates on the Society's event calendar, check the Web site at <http://www.possi.org>.

For meeting information and other queries, call the Phoenix OS/2 Society's voice mail at 602-949-4341.

If you have suggestions, ideas, or comments on the content of general meetings, contact the Society's Program Chair, Esther Schindler, at the general meetings or send email to esther@bitranch.com.

August

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November

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30						

August 1997

5 Magazine submission deadline for September issue. Articles should be sent to editor@possi.org. For other arrangements, call 602-585-5852.

5 net.sig (Internet SIG); news readers. Meeting is 6:00pm to 8:00pm. Coordinator Mike Briggs. Location: KDC, 2999 N 44th St, 4th floor, Phoenix.

5 LAN SIG; Tivoli. Meeting is 6:00pm to 8:00pm. Coordinator Elliot Abramowitz. Location: KDC, 2999 N 44th St, 4th floor, Phoenix.

12 HOW (How OS/2 Works) GIG; REXX intro. Meeting is 3:30pm to 5:30pm. Coordinators Rosey Rosenwald and Stan Kropen. Location: Mountain Preserve Reception Center, 1431 East Dunlap, Phoenix.

12 General meeting; Putting together an OS/2 system, Computer Central. Meeting is 7:00pm to 9:00pm. Q&A session is 6:30pm to 7:00pm. Location: Mountain Preserve Reception Center, 1431 East Dunlap, Phoenix.

23 Board meeting and magazine prep. Meeting is 10:00am to 1:00pm. Eat a brunch, learn about the inner workings of the Society, and help get extended attributes ready to mail. Location: Bill and Esther Schindler's house in north Scottsdale.

25 OS/2 Marketplace conference committee meeting (and unofficial FOOD—"Friends Of OS/2 Dineout"—SIG). Email Rosey Rosenwald at robert@perfectniche.com for location, time, and cuisine.

September 1997

2 net.sig (Internet SIG). Meeting is 6:00pm to 8:00pm. Coordinator Mike Briggs. Location: KDC, 2999 N 44th St, 4th floor, Phoenix.

2 Developer's SIG. Meeting is 6:00pm to 8:00pm. Coordinator Lyle Wilson. Location: KDC, 2999 N 44th St, 4th floor, Phoenix.

5 Magazine submission deadline for October issue. Articles should be sent to editor@possi.org. For other arrangements, call 602-585-5852.

9 HOW (How OS/2 Works) GIG. Meeting is 3:30pm to 5:30pm. Coordinators Rosey Rosenwald and Stan Kropen. Location: Mountain Preserve Reception Center, 1431 East Dunlap, Phoenix.

9 General meeting; IBM PSP General Director Mike Lawrie. Meeting is 7:00pm to 9:00pm. Q&A session is 6:30pm to 7:00pm. Location: Mountain Preserve Reception Center, 1431 East Dunlap, Phoenix.

27 Board meeting and magazine prep.

29 OS/2 Marketplace conference committee meeting. Email Rosey Rosenwald at robert@perfectniche.com for location and time.

October 1997

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14 HOW (How OS/2 Works) GIG. Meeting is 3:30pm to 5:30pm. Coordinators Rosey Rosenwald and Stan Kropen. Location: Mountain Preserve Reception Center, 1431 East Dunlap, Phoenix.

14 General meeting; CDS, Back Again/2. Meeting is 7:00pm to 9:00pm. Q&A session is 6:30pm to 7:00pm. Location: Mountain Preserve Reception Center, 1431 East Dunlap, Phoenix.

24 Warpstock in Los Angeles, California. Visit www.warpstock.org for details.

November 1997

4 net.sig (Internet SIG). Meeting is 6:00pm to 8:00pm. Coordinator Mike Briggs. Location: KDC, 2999 N 44th St, 4th floor, Phoenix.

4 Developer's SIG. Meeting is 6:00pm to 8:00pm. Coordinator Lyle Wilson. Location: KDC, 2999 N 44th St, 4th floor, Phoenix.

5 Magazine submission deadline for December issue. Articles should be sent to editor@possi.org. For other arrangements, call 602-585-5852.

11 HOW (How OS/2 Works) GIG. Meeting is 3:30pm to 5:30pm. Coordinators Rosey Rosenwald and Stan Kropen. Location: Mountain Preserve Reception Center, 1431 East Dunlap, Phoenix.

11 General meeting; Corel Office, Java edition (tentative). Meeting is 7:00pm to 9:00pm. Q&A session is 6:30pm to 7:00pm. Location: Mountain Preserve Reception Center, 1431 East Dunlap, Phoenix.

22 Board meeting and magazine prep.

Meeting locations

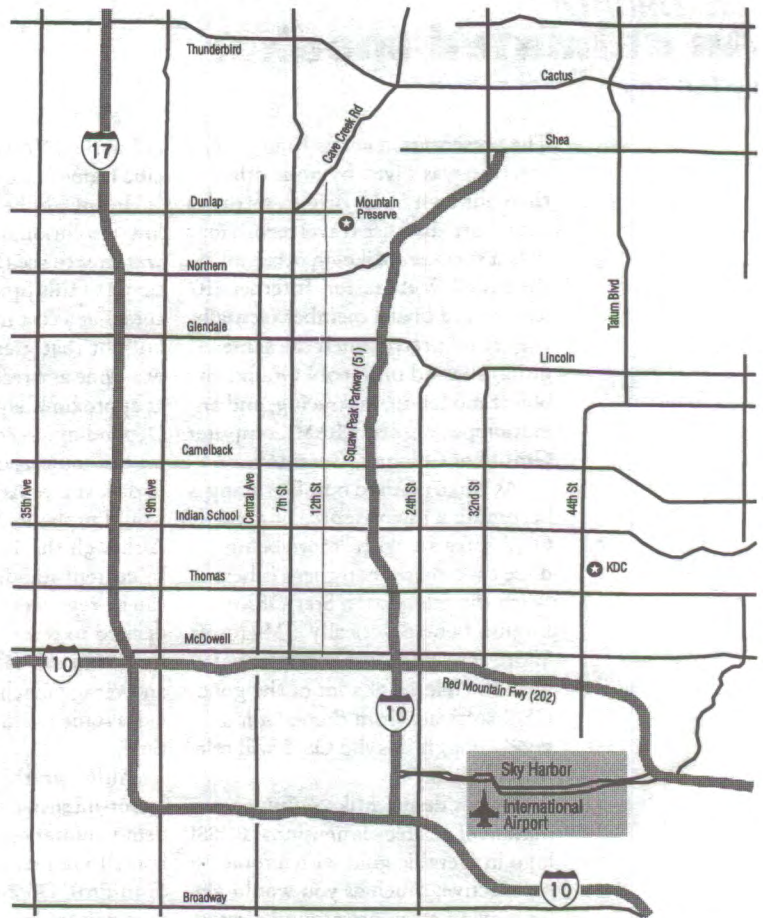
General meetings are held at the Mountain Preserve Reception Center, 1431 East Dunlap, Phoenix.

From the Black Canyon, exit at Dunlap and head east. From the Squaw Peak, exit at Northern. Go west to 12th Street, turn right and go north to Dunlap, turn right, and it's two blocks up on the right.

The "How OS/2 Works General Interest Group" now meets at the Mountain Preserve Reception Center on the afternoon of the general meeting.

The Internet SIG, Developer's SIG, and LAN SIG all meet at Knowledge Development Center, 2999 N 44th St, Suite 400. That's just north of Thomas, in the building with the green dome. Plenty of free parking space is available in the garage behind the building. ☺

If the mailing label on the back cover says "sample," then this may be the only copy of *extended attributes* that you will ever receive. If you want to keep getting the magazine (and receive all the other benefits of membership), you must join! A 12 month membership in the US is only \$30. (See the form for membership pricing in other areas.) Tear out the application form, fill it in, and mail it with the membership fee to the Society's address.



.sigs (cont.)

Our next meeting is August 5 at our regular meeting location, KDC. If you have any suggestions for future meetings, please e-mail me!

HOW General Interest Group

by Robert Rosenwald, robert@perfectniche.com

The HOW GIG met on Tuesday, July 8 at the Mountain Preserve. Due to a very low turnout (three people) we had a Q&A session. The next meeting is scheduled for August 12, with Stan Kropin continuing with an introduction to REXX.

Developer's SIG

by Lyle Wilson, RYMD80@email.mot.com

I downloaded the OS/2 VisualAge for Java and gave it a spin. The first thing I did was to try to migrate an existing application that I am currently writing at work.

It took a little trial and error, but moving my classes over was extremely easy and straight forward. It took me

an hour, from start to finish; most of that time was spent looking around. My Java program works the same as it did before, but the environment is much easier to work in.

Then I looked at the visual tool. I know VisualAge C++ pretty well, so I know the basics already. Even so, the learning curve is quite steep. Using the GUI tool and creating a window with GUI elements is very easy. But when I went to hook the thing up, I found myself lost and dazed (though I did eventually figure it out). The free version doesn't include any documentation. For this reason alone I think the \$99.00 for the professional version is quite a buy.

I plan to use my conversion as the focus of the Developer SIG September meeting. With it I will be able to demonstrate the basic functionality of VisualAge for Java. ☺

An animated speaker

by Joel Frey

The presentation at the June general meeting was given by none other than our own Mike Briggs, setting a new short-distance travel record for a POSSI speaker. Mike, in other guises the POSSI Webmaster, Internet SIG leader, and board member (actually they're all pretty much the same guise) showed off NeoN Grafix, an object modeling, raytracing, and animation package by TEAM Computer GmbH of Cologne, Germany.

As Mike pointed out, Germany is becoming a major source of good OS/2 software with "more being done over there than there is here. With the release of a Star Office English beta, practically a Microsoft Word for OS/2," it's possible that, with the release of a lot of the good OS/2 software from there, "if it's good enough, maybe OS/2 will rein-vade the US."

For his demo, Mike set up an animation of a three-dimensional POSSI logo in metallic gold with a rotating perspective, much as you would get by moving a camera around a rotating set of 3-D block letters, replete with shadows and reflections. These are the types of effects sometimes used in leaders for TV news shows and magazines.

Two editors

Essentially this is done through two programs, an object modeler and a scenery editor. Using the scenery editor, the scene is arranged, specifying the location of the lights, camera, and the graphic objects in a three-dimensional space. The lights are given the desired characteristics which are applied through raytracing, and rendered to produce 3-D photorealistic scenes. By specifying movement along a path for each of the objects (graphics, camera, and lights) a series of frames is generated at the desired rate to produce the

animation. You can also preview specific frames in a rendered animation.

In spite of being constrained by a low-resolution overhead display, it was easy to see the power and potential of this process. Naturally, this comes at a cost in machine resources, but not that great a cost. The demo was done at a resolution of 320 x 240 at approximately 230 KB per frame. Depending on content, 100-200 frames could consume 200-300 MB of disk space. At 640 X 480 this would probably be 1 MB per frame. Although this is a lot of space, even by current standards, the animations can be regenerated if they have to be deleted to recover disk space. The rendering can take several hours on an average machine, but NeoN provides some estimate of the rendering time.

Although this is certainly a processor-intensive process (one of the demo animations takes about two hours to render on a 200MHz Pentium Pro), OS/2 multitasking permits you to do other, albeit less-intensive work (e.g., word processing and Web browsing) in the meantime. It also lets you quit and resume the rendering process later if you run out of space. Mike said reflections and shadows (the raytracing functions) slow the process down.

The scenery editor can also be used for modifying a static image. In one demo, Mike took a JPG image from a web page and installed it in place of another image in a picture frame in a room scene.

Making movies

NeoN Grafix can export or import pictures in the TGA and BMP formats, and graphics objects in DXF, IOB, and BDY formats. Since AVI is the most common format for playing animations, conversion from one of the object export formats has to be used. Mike showed how to do this

using the VideoIn program that comes with OS/2, which also allows the addition of sound to the animations. He pointed out the AVI formats are different for OS/2 and Windows.

Also, a program called "Main Actor," also out of Germany, can be used to convert to AVI and allows the frame timing to be adjusted. Main Actor "is barely out of beta" and a shareware version can be downloaded off the Internet. Main Actor can also be used to produce animated GIFs, as well as FLC and FLI files.

Bang for the buck

NeoN Grafix currently comes in three versions, which just had price reductions. The full version, which used to be \$800, is now \$300; the Lite version is \$35; and the Special Edition is \$65. The Lite version doesn't support elastic manipulations, morphing, time splines (i.e. you can't manipulate the movement of the objects over time independently), or video interlacing. It also limits resolution and materials editing; you can only use canned colors and textures. But as Mike said, "it has enough functionality to put together really stunning 3-D pictures and it can do simple animation." The Special Edition adds the Materials editor to the Lite version so you can create your own textures and colors.

The vendor provided Mike with two copies of the Lite version to give away as door prizes. Since I didn't get one of the freebies, I guess I'll have to spring for the Special Edition.

Hey OS/2 vendors! Mike puts on a great demo. We're thinking about renting him out. Call for pricing. ☺

Letters Letters

Letters to the editor should be sent to editor@possi.org, or mailed to:

Editor, extended attributes
Phoenix OS/2 Society, Inc
5515 N 7th St, Ste 5-133
Phoenix, AZ 85014-2585

We reserve the right to edit all letters for content, readability, and length.

I received the July *extended attributes* in the mail today, and I made it as far as Esther Schindler's article, "Target: market." I'd like to make a few comments.

I work for Salt River Project at Navajo Generating station here in Page, Arizona. When I went to work for them more than twenty years ago, the company was very much into IBM only. As time has passed and Microsoft has done their hype, the company has been sucked into the Microsoft black hole. That's mainly because the employee/users

were using Windows at home. Therefore, OS/2 kept getting pushed further and further back. As a result, SRP is in the process of changing all of its PC systems to Windows NT 4, and will remove all OS/2 programs from its system. SRP is not a global 2,000 company but with the thousands of PC's company-wide plus servers, it is not small.

I guess what I am trying to say is that what a employee uses at home does have a big impact on what is used in the work place in the long

run and they do influence corporate decisions.

Doug Wamble Jr.

July "experiment"

As for *extended attributes*, two thumbs up on the experiment. It's that type of creativity that makes the reading that much more fun, more like a box of chocolates.

Harry Martin

Just received *extended attributes* today. The cover looks terrific.

Marilyn Pizzo

The OS/2 Marketplace conference

by Robert Rosenwald

The planning committee of the OS/2 Marketplace conference (also known as the Food SIG), met on June 30 at Arpadana Shish Kabob in Scottsdale. In attendance were Esther and Bill Schindler, Mike Briggs, Lee Baldwin, Craig Greenwood, Joel Frey, and myself, your faithful servant.

After discussing the options for next year's conference, we decided that the Holiday Inn in downtown

Scottsdale was, again, the best choice. The room rates at the beginning of May drop from \$140 to \$90, and we believe that they may offer us better rates than that.

Our biggest single problem is that no one person wants to act as the marketing jefe. For this year's conference, Esther put in far too much time and she is unwilling to fill that role again. Consequently, I will

lead a group which includes Joel, Craig, and Mike to do the marketing. Any help that we can get from other members would be greatly appreciated.

Please drop me a line at rosej@possi.org or robert@perfectniche.com if you'd like to be added to the email notification list. ☺

press release

New Photo>Graphics Pro

TrueSpectra Inc. announced an enhanced version of its best-selling Photo>Graphics for OS/2, a highly advanced and innovative graphics creation and editing application. The release of Photo>Graphics PRO for OS/2 2.0 features many important new features, using an innovative object based design for advanced integration of photographic images, user draw, and text layout.

Following on the success of the critically acclaimed Photo>Graphics for OS/2, Photo>Graphics PRO 2.0 builds upon the original creative design with extensive support for additional graphic file formats, TWAIN for OS/2 scanner device drivers, and optimized Postscript printing. Included are new features for automation via the OS/2 REXX language, new drawing tools, addi-

tional image effects, and even greater support for creation of Web based graphics. The package also contains a royalty-free image and clipart library, and a five-user license copy of the product built using IBM's OpenDoc component technology.

Since the original version release in mid-1996, Photo>Graphics has been a top-ten selling application. Exceptional customer reviews extol the simplicity with which professional quality graphics are created.

Photo>Graphics PRO is built on TrueSpectra's patent-pending ColorWave Graphics Engine, which integrates resolution independent graphic objects with a highly efficient, real-time rendering engine. The result is the ability to create fully scalable professional graphics on existing hardware. Versions of the

ColorWave engine and the Photo>Graphics application are preparing for release on other platforms including Windows 95 and Windows NT, Macintosh, and multiple UNIX variants.

Photo>Graphics PRO v2.0 has a suggested retail price of \$249.95, and is available through retail channels in North America, Europe, and Australia. Registered owners of previous Photo>Graphics versions can upgrade for \$99.95 until August 31.

TrueSpectra can be contacted for orders and product information at 4950 Yonge Street, Suite 802, North York, Ontario, Canada, M2N 6K1; 416-224-0076, fax 416-224-0309, and via the Internet sales@truespectra.com, or www.truespectra.com. ☺

How to become a dictator

by Marilyn Pizzo

Microphone on! Begin Dictation. I'm waiting anxiously to say those words for real, and lessen my typing time whenever possible. But, how do I do that? What is VoiceType Dictation?

VoiceType Dictation enables you to dictate letters, reports, etc. As you speak, you can watch your words appear on your screen. Then you can edit or correct the words and then save it as text in a program. There are technically two dictation programs available in OS/2 Warp 4: the Dictation Window and Quick Dictation.

The dictation window

If you want a full-feature dictation editor you want the Dictation Window. From here you can save and print your dictation. You can open a file into the Dictation Window, select words, use formatting commands, and playback words. After all that, you can transfer the text to any open program. For an added bonus, you can access the Dictation Window from anywhere within VoiceType.

In the Dictation Window is a menu bar. With the microphone on, you will notice that each menu option responds to a voice command. Another feature of the Dictation Window is the tool bar under the menu bar. The tool bar buttons are short-cut methods for using some of the most frequently used menu items.

Want a fast way to dictate text when you are in a program and then move it into that program? Use Quick Dictation. Even though Quick Dictation doesn't have all the features of the Dictation Window, you can open dictation sessions from several programs and keep the windows open on your Desktop. I guess you could call Quick Dictation: "Dictation Window Lite."

Quick Dictation has a few push buttons. The Options button allows you to choose whether or not you want words spell-checked before they are added to the vocabulary. The Macros button is used to create, edit, delete, or train a dictation

macro. (More on that later). Pushing the Send button sends your dictated text to a target program without having to close Quick Dictation.

Every time you send text, Quick Dictation saves that text to a file named DICTATEX.DOC where the X is a sequential number starting with 1. VoiceType will save up to three. However, don't rely on this as your primary save method; it is only a backup precaution. The Done button should be pushed when you are finished; Quick Dictation will automatically close and transfer any dictated text to your target program.

Let's go over a few guidelines to refresh our memories about Dictation. Always look for the speech highlighting (blue border) around the Dictation Window so you know VoiceType is ready to accept dictation commands. After you say **Begin-dictation** be sure to wait for the Dictating prompt before you start speaking. Speak in a normal tone of voice. Your computer is not hard of hearing! Pause between words as you speak.

Ready to speak

Now that we are ready to dictate, we should follow these basic steps:

- Open the Voice Manager object
- Turn on the microphone
- Be sure you are using your own VoiceType voice model
- Decide if the Dictation Window or Quick Dictation is appropriate
- Wait for the Dictating... prompt
- Use isolated-word speech
- Say **Stop-dictation** when you are finished dictating
- Edit the text and correct mis-recognized words
- Save what you just said, or transfer the text into a program.

When you save or transfer your text, Voice Manager updates your language model (from your enrollment) to reflect any corrections. This updating improves your language model for the next time you dictate. If you don't correct the errors, your language model will contain incorrect information. It might be a good idea to backup your language model

and vocabulary files frequently since they are constantly being changed.

Since VoiceType is "human," sometimes it doesn't recognize properly a word you speak so we must correct the mis-recognized words. Both the Dictation Window and Quick Dictation allow you to do this. Use the Correct Error menu for this. There are three steps to correct a mis-recognized word.

1. Position the cursor on the word and say **Correct-error** or position the cursor on the word and click the right mouse button and listen to how VoiceType recognized the word.
2. Click on the correct word from the list of alternative words.
3. If you do not see the word you wanted you can type it in the Correct Word window and then say **OK** or press Enter.

It sure is an easy process.

Every once in a while, a word cannot be added to the vocabulary or VoiceType has a constant problem recognizing the word. You can fix this using the Advanced option on the Correct Error menu. Follow these instructions to add words to the vocabulary:

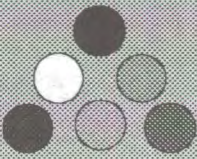
- With the cursor over the mis-recognized word, click the right mouse button. If you are in Quick Dictation you will see a list of alternatives and the Advanced button will be enabled. If in the Dictation Window move the mouse to the arrow beside Correct Error and click to get a menu.
 - Say **Advanced** or click on Advanced to open the Add Word window.
 - At the first field, Correct Word, type the word as it should appear in print. There will be information in the Sounds-like spelling field.
 - Type the word into the Sounds-like spelling field the way it would be pronounced.
 - Click on the Save button.
- After a brief pause, you will be notified by a message displayed on the status line if the word was successfully added. If not, you will be



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requested to record it again. Mark the word using the mouse. Say **Delete** to delete the word from the text. Without moving the cursor, say **Begin-dictation**. Say the word. If the word is still not recognized, double click on Training a Word.

As you are looking over your dictation and decide you want to delete some of the text you can do that very easily. Be sure you have stopped dictation. Move the cursor to the appropriate spot. You can then say **Select-word**, **Select-line**, or **Select-all**. If you change your mind, say **Deselect**. After you have highlighted your targeted words, say **Delete** or **Clear**.

A couple of other commands could be useful. **Delete-to-end** allows you to delete from where the cursor is to the end of the line. Similarly, **Delete-line** is used to delete the entire line where the cursor is located.

Editing text can be useful when you want to reword or change what you have said. The only drawback is that when you change or add words by editing, the words are not saved into your vocabulary or personal language model. Remember though not to use the **Correct Error** menu to do simple editing. It is reserved strictly for correcting mis-recognized words.

To save text in the Dictation Window, you have the same **Save** and **Save As** choices from the file menu as you have become accustomed to in other programs. When you save text, speech corrections become a permanent change to your language model. Say **Save** if you have used the File menu to open and dictate text in the existing file. Say **Save-as** if you want to replace the existing file with the text in the Dictation Window. If you choose **Exit**, **New**, or **Open** from the Dictation Window you will be prompted to save your text.

The **Transfer** command moves selected text to the target program by default. If no text has been selected, all of it will be copied to the target program. Actually, that is no big deal since you can edit the text when it gets to the target program, but you can't use speech-correction functions then. Thus, you might want to be sure all corrections are

made before you transfer text. Transfer works for all programs whether or not they use the OS/2 Clipboard. If you are in a program that uses the OS/2 Clipboard to transfer text you can use **Cut**, **Copy**, and **Paste** also.

Using dictation macros

You might be used to using macros to cut down keystrokes on frequently used commands or frequently used text in a word processing program. You will be happy to know that there are dictation macros in VoiceType.

In addition to the dictation macros shipped in VoiceType, you can create your own, such as your address or a standard closing. Dictation macros created for the Dictation Window can be used in Quick Dictation, and vice versa. To create or modify a dictation macro, open the Dictation Macro Editor. Select **Create Macro** from the Edit menu. Type a unique name (but recognizable!) and a description for your macro. Select the domain where you can use this macro. Now type the macro text in the format you want it to be printed (i.e. indent or capitalize where needed). Click on **Apply**, or say **Apply** to insert the new macro into your current session without saving it. The Create Macro window is still open. To close the window and save your macro, say **Save**.

When you name macros, be careful not to choose a common word that could be recognized by VoiceType as a regular word. A hyphenated two word name is usually safe. If you want to modify an existing macro, follow these simple steps: Select the macro you want to modify from the Dictation Macro Editor. Choose **Modify** from the Edit menu. Make the changes you need. Say **Apply** to apply the modified macro to your current session. Say **Save** when you are satisfied with your changes. If your macro name's pronunciation is not found in VoiceType, the Train Word message window will appear. You can then record the macro name and play it back then save it so VoiceType will then recognize it. This is great for frequently used addresses or an often-used closing statement.

What if you want to set up a database of names and pertinent information? You can create a dictation macro containing fields to input data. We'll call it a template. Click on **Create Template** in the Edit menu of the Dictation Macro Editor. Type a unique name for the template and a description. Then select the domain where the template can be used. Type the template text. Say **New** to insert a field into the template text. Say **Apply** to insert the new template in the current session without saving it. Say **Save** to close the window and save the template you just created.

There is another neat macro-type feature you might be interested in. You can import and export a dictation macro from another file. This might be handy if you have a lot of dictation macros and don't want to store them in OS/2. To import a dictation macro select **Import** from the File menu in the Dictation Macro Editor. Select the type of file you want to display in the File list. Select the drive and directory where the macro file is located. Select the file name. Say **Import**. To export one or more macros select the macros you want to export from the Dictation Macro Editor window. Select the drive and directory where you want to store the macro file. Type the file name you want and say **Export**.

A lot to say!

I have obviously packed this article with lots of information about VoiceType Dictation but, then again, there's lots of information to be had. There's still a lot more to VoiceType regarding options that can be set and customizing but we will leave that for another time. ☺

Warpstock '97 location finalized

At a highly charged online IRC meeting, the Warpstock event steering committee selected southern California's South Coast Air Quality Management District (AQMD) to be the host of the 1997 OS/2 Warpstock convention. Commonly known as Warpstock '97, the inaugural event will be held October 25-26, 1997, in Diamond Bar, California.

The event kicks off promptly at 8:30am Saturday and ends Sunday at 6:00pm. Over 50 events in multiple tracks are scheduled for the individual OS/2 user, for the small- and medium-business user, and for officers of OS/2 user groups.

Presentations are also scheduled for OS/2 developers and anyone who is interested in programming applications for OS/2. Hardware vendors, OS/2 independent software vendors (ISVs), OS/2 user group officers, and IBM representatives will all be on hand to help OS/2 users get the most out of their investment in OS/2 software applications.

"I'm quite pleased to announce the details of Warpstock '97 at this time. We've been swamped with requests for information ever since Warpstock '97 was conceived and announced in April," said Paul Hethmon, president and CEO of Hethmon Brothers, an Internet tools provider, and chairman of the Warpstock steering committee. "We hope to address the most critical questions regarding dates, location, and registration fees with this announcement," Hethmon added.

"We've worked hard to make this event affordable for everyone, while packing the event with as much usable information as a multitasking, multithreaded OS/2 user can take," said Judy McDermott, a Warpstock steering committee member and volunteer manager. "At the same time, we recognize that 'All work and no play' makes OS/2 users go bananas, so we're planning tours of local attractions which the whole family can enjoy," McDermott added.

Attendee Registration

Individuals may sign up for a single day or for both days of the event.

Attendee registration is \$40 for both days or \$30 for a single day through September 1. Registrations received after September 1 are \$60 for both days or \$45 for a single day. Online registration and traditional phone and mail registrations will be handled by BMT Micro, Inc. via any of the following methods:

- 800-414-4268 (Voice, USA and Canada)
- 910-350-2937 (Voice, outside North America)
- 800-346-1672 (Fax, USA-Canada)
- 910-350-2937 (Fax, outside North America)
- www.bmtmicro.com or <https://secure.falcon-net.net/BMT/order0262.html> (case sensitive; secure browser required)

All attendee registrations received prior to September 1 will automatically be entered into a special drawing for attractive "early bird" prizes.

The Warpstock '97 planning committee is negotiating with AQMD to provide child care facilities during the event. AQMD is conveniently located near a wide variety of amusement parks and other family attractions. OS/2 users are invited to bring the family, and make a vacation around Warpstock '97.

Exhibitor Registration

Exhibitors may register through September 1 for \$300. Exhibitor registrations received after September 1 are \$450. Exhibitor registrations will receive two complimentary show passes; additional show passes are available for \$40. All exhibitors will be allocated 10' x 10' booths. Hardware vendors, software ISVs, user groups, and shareware authors are all invited to attend. Shareware vendors may share a single booth to reduce expenses; however, each shareware author must register as an attendee in order to qualify for the booth sharing arrangement.

Travel and Lodging

The Warpstock steering committee has negotiated special travel arrangements. Warpstock attendees flying

to Warpstock '97 may save money by scheduling airfare, lodging, and car rentals through Ship to Shore Travel (888-447-1333 or 405-447-1333; ask for James Kruger and mention the Warpstock '97 event). A group of hotels in a wide range of prices near AQMD (21865 E Copley Drive, Diamond Bar, CA 91765) have been reserved to accommodate Warpstock '97 attendees. (Ship to Shore travel is located at 1932 W Lindsey St, Suite E, Norman, OK 73069.)

Warpstock '97 is an excellent opportunity for OS/2 users and vendors to identify the market segment's product requirements and to exchange ideas. The idea of an "OS/2 love-fest" was conceived as one result of The OS/2 Marketplace, a highly successful OS/2 vendors conference held recently in Phoenix.

Discussion about the event is ongoing on the Internet's `comp.os.os2.misc` newsgroup, on CompuServe's OS2CENTRAL forum, and with centralized discussion on an Internet mail list. For more information, visit www.warpstock.org and join the Warpstock listserv. To subscribe to the listserv, send an email to warpstock-request@warpstock.org with no subject and the word "subscribe" in the message body.

Further announcements about Warpstock will be forthcoming as planning for the event continues; updates will be posted to the Warpstock '97 home page. Warpstock '97 is an *all-volunteer* effort; anyone committed to promoting OS/2 is invited to sign up and volunteer their time and skills to make Warpstock '97 a success. Volunteers should join the listserv to obtain information on available slots. ☺

LogoArt: The Graphics Artist for OS/2

by Craig Greenwood

WORKLab's LogoArt 1.0.55 is a vector-oriented graphics program. Vector objects are defined by coordinates, parameters (such as line thickness and color), and mathematical functions which describe the shape.

LogoArt provides a number of tools and a great deal of flexibility to create new graphics and modify existing ones. All objects have context-sensitive menus and options panels. All objects can also be layered and grouped.

Installation

The installation approach was rather novel, even clever, as it involved both an installation CD-ROM and a diskette. The installation routine on the CD uses the standard OS/2 installer, except at one point in the process a window instructed me to insert the

I acknowledged this error and continued with the routine. After the install routine finished I simply manually updated the base installation by running the UPDATE.CMD program that was on the Update disk.

The installation does modify the CONFIG.SYS, although it gives you the option to do so manually. The program can also run from the CD-ROM, if you have limited hard drive space, or want a trial period without committing the hard drive real estate.

In addition to the LogoArt program, the CD also includes 1,000 clip art drawings. They are not automatically installed to the hard drive, so you can choose if you want to install them.

Now that LogoArt is installed, how is it used?

progressive tutorial projects, this would be understandable, but this is the only instructional project provided. To be fair, there is some similarity in how most of the tools are used, but I would be better trained in how to use this program if the tutorial included demonstrations of distinctive qualities of some of the other drawing tools. The remainder of the manual is a systematic listing of the menu options and their explanations, followed by an appendix and index.

Observations

On the horizontal ruler bar the numbers are too close to the increment marks and make the ruler hard to read at the lower "magnifications."

The right mouse button is used for dragging control points instead of moving objects, contrary to the convention on the OS/2 desktop, and you drag objects with the left mouse button instead of the right one. Because of this deviation from the norm, I often found myself trying to use the left button to drag a control point and the right button to move an object—with the opposite of the result I expected.

Colors are added or changed by dragging-and-dropping from a color palette. The color changes the outline of a selected object using drag-and-drop; the object is filled with the color by holding down the Control key while dragging. This generally works well, but sometimes the color palette was on top of the object I wanted to color. Since the color palette occupies approximately one-third of my screen (at 600x800) I found it necessary to move it around frequently.

I like the button bar at the bottom of the main window, which has a collection of line widths, line types, and line/fill patterns to choose from.

Bitmaps, as well as text files, can be drag-and-dropped into the current drawing. This can be useful if you have predrawn, stock elements in a handy WPS folder. Just drag the elements you want into the drawing instead of drawing or typing them over from scratch.



"Update and Key File" diskette. This disk presumably has registration information and updates that supersede the code that was pressed on the CD-ROM. I did run into a small snag, though. After complying with the request to insert the disk I was greeted with the following message:
[F:\LOGOART] copy a: *
f:\LOGOART f:\LOGOARTKVEC

SYS1003: The syntax of the command is incorrect.

LogoArt comes with a printed user manual of 75 pages with an index, which was translated to English from German. As a result, the grammar and vocabulary are a bit unconventional for English; fortunately, I was able to determine the meaning in most cases.

I found the tutorial somewhat lacking, since the entire project used only one of the fourteen drawing tools available in LogoArt. If the manual contained a succession of

Learn the marketing basics

I wish that I didn't have to be explicit about this topic, but it's apparently necessary. Learn how to sell your software. Recognize and exploit opportunities. Identify your target audience and engage in the activities necessary to convince them to write the check.

Many OS/2 vendors are techies. As marketing dudes, they're great programmers. Somehow they expect that they could "pick up" the necessary marketing skills, though every one of them would scoff at the notion of a "marketroid" picking up enough C++ to write a successful application. If you don't have the skill, hire someone who does.

At a minimum, learn the difference between marketing and sales. Realize that placing an advertisement isn't sales. Posting a message on a news group isn't sales. It's necessary, yes. But neither a good review nor an advertisement will sell your software. You have to do much more to achieve that.

Find partners


The software companies who have been most successful have found partners to work with. They have created alliances, formal or otherwise, such that both parties benefit when a sale is made. That might be working with value added resellers. It might be encouraging an add-on market. It could be participating in the shareware conference, or banding together with other OS/2 vendors to find new ways to reach the elusive OS/2 market.

It could be any number of things—but few OS/2 vendors have engaged in this kind of activity. The International OS/2 Technology Trade Association (IOTTA) is one piece of this, but it's just one piece. I think the OS/2 vendors—and the OS/2 community—could benefit from a lot more of this sort of activity.

Recommended reading list

I'm far from a marketing expert, but I've given a great deal of attention to the subject, in the last couple of years. I'm not sure if my "words of

wisdom" can be of any assistance as you create and market your product, so I'll end this column with a short list of books which I think offer valuable advice.

- *Crossing the Chasm*, Geoffrey Moore, HarperBusiness. Learn how to attract early adopters and technology enthusiasts—and then how to make it into the mainstream.
- *High-Tech Ventures: The Guide for Entrepreneurial Success*, C. Gordon Bell, Addison-Wesley. If you're considering venture capital, or simply about how serious businesses operate, this is worth reading.
- *Secrets of Consulting: A Guide to Giving and Getting Advice Successfully*, Gerald Weinberg, Dorset House. Weinberg's "orange juice rule" was an epiphany for me. The answer to "Can you...?" is always "Yes—and this is what it will cost." This is a valuable book, no matter what business you're in. 

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two warped **Two warped crew**

by Judy McDermott and David Both

The editor of *extended attributes* asked the two of us to share authorship of a regular column about grass roots marketing and OS/2. We gladly agreed; we will take our space in this issue to introduce ourselves.

We will write about OS/2 from different perspectives because our backgrounds are very different. We hope that these differing viewpoints will make for interesting and sometimes controversial reading.

We call our column Two Warped because we are both quite Warped!

David

My name is David Both. Some of you may already know me, but I would like to tell the rest of you a little bit about who I am.

I am president and founder of Millennium Technology, Inc., a consulting firm in Raleigh, North Carolina which specializes in OS/2 Warp, OS/2 Warp Server and related products, and Lotus Notes. I work with companies ranging from very small to large international corporations who either use OS/2 already or who are considering OS/2. Many of the companies I work with are interested in the Internet, and I use Lotus Domino Server running on OS/2 Warp to provide them with SMTP mail services and Web servers.

I spent 21 years with IBM Corporation. For the last eight of those years I was the lead support person for OS/2. I am coauthor of *Inside OS/2 Warp* (New Riders Publishing, 1995). I have published articles in *Windows and OS/2 Magazine*, *Carolina Computer News*, *LAN Magazine*, and *OS/2 Magazine*. I currently hold nine IBM Certifications, from OS/2 Engineer, to Warp Server Instructor, to Enterprise Communications Specialist.

Don't let all of that fool you, because I don't know everything. Judy knows much more about some aspects of OS/2 than I do, even though she does not have all the certifications. She is also one of the smartest and most dedicated people I have ever had the opportunity to be associated with, so I am honored and

flattered to share the responsibility of this column with her.

Two Views

My approach to this column will be twofold. One viewpoint I will take will be that of a business person who makes a living selling OS/2 related services. My second viewpoint will be that of a user of OS/2 in LAN and WAN environments.

In future columns I will discuss IBM strategies as they relate to OS/2 and how they affect OS/2 users and providers of products and services related to OS/2. I will cover OS/2 technical issues and also some of the political "stuff" surrounding OS/2. I think Judy and I share the desire to help dispel the myth that OS/2 is dying or dead, and I will write about the things I see happening which encourage me to maintain that belief.

IOTTA

Before I close for this month, I would like to tell you a little about one of the things which I find encouraging: IOTTA, the International OS/2 Technical Trade Association. This international trade association was formed this past spring, partly as a result of discussions held during the weekend of the OS/2 Marketplace Conference sponsored by POSSI.

The Conference, by the way, was a wonderful catalyst for generating ideas and action plans. In addition to attending the scheduled sessions, it gave those of us who attended an opportunity to brainstorm and develop ideas and agreement for IOTTA and VOICE. Thank you POSSI—and especially all the volunteers—for making that weekend so productive for us!

IOTTA will be a professionally run organization with the mission of promoting development of OS/2 products and services. ISVs (Independent Software Vendors) and consultants who provide OS/2 related products and services should seriously consider membership. The

benefits promise to be enormous for members as well as for OS/2 itself.

IOTTA is modeled after the QIC trade association. Over ten years ago, the Quarter Inch Cartridge (QIC) tape standard was considered to be obsolete and its market share was shrinking rapidly. The QIC trade association was formed by several vendors of QIC products with 3M, the developer and patent holder of all important QIC-related patents, as a primary member. 3M does not own or run the trade association; they belong to it and participate as a full member. 3M has, in fact, turned over all of the QIC technology and patents to the association. They contribute a great deal of time and money to the association and have been instrumental in making the association and the QIC tape standard a success during the last ten years.

IOTTA is working closely with IBM to accomplish the same thing. The organization can neither achieve its goals nor even survive without the overt support and financial commitment of IBM. Through Donn Atkins, IBM has already committed some financial resources to help IOTTA through its formative stages.

I do not expect IBM to turn over the OS/2 technology to IOTTA, but I would expect that they will be supportive financially, perhaps with equipment, and occasionally with people to help with certain tasks.

Indelible Blue has also provided some significant startup support. They have done most of the work involved in getting IOTTA incorporated. Indelible Blue has absorbed much of the initial legal fees and has donated a large amount of time to the effort.

Dudley Westlake, of MSR Development, has been instrumental in these formative stages. It was his experience with the QIC trade association which led him to propose a similar organization for OS/2. (MSR makes the BackMaster tape backup product.)

If you are an OS/2 user, you should join VOICE; Judy will tell you more about that. If you are an ISV or consultant with OS/2 related

Every month, I compile a list of new or significantly updated applications for OS/2 Warp. This month's collection ranges from Java development tools, to OS/2 games, to an IBM training demo of OS/2 Warp 4.

I should point out that many of these applications are available for review by members. Even if the Phoenix OS/2 Society doesn't have the application in hand, the reviews editor can usually arrange for you to get a copy (registered, if it's shareware). However, don't act on your own, as a review may already be underway. If you see something in which you're interested, and you're willing to write a review, contact the Reviews Editor as listed in the masthead. (You have sixty days to turn it in. If you don't, your hair falls out, your multimedia card will mysteriously crash, and you will turn into a pumpkin. Plus, you have to give back the software.)

Home Automation System/2

The Home Automation System/2 1.0 is a graphics application you can use to set up an X10 CP290 Home Control Interface Unit. Dialogs for direct control of lights, setting event timers, query events, and setting base codes are easy to understand and use. You can set or clear 128 timer events. A base house code may be set in the control unit itself so the 8 rocker switches can be used directly. You can save your events to a file and later load them into the CP290 Control Interface.

The CP290 Home Control Interface Unit is an X10 based timer unit that can be used to turn lights, appliances, and other devices on and off. This can be used for home security, or just to have a light on when you come home late at night.

The file is available from Hobbes in <ftp://hobbes.nmsu.edu/pub/os2/apps/misc/home2.zip>. You do not need an X10 CP290 unit connected to go through the various dialogs. Contact Dennis Caffi at caffi@ibm.net for more information.

SX Paint

Modular Dreams Incorporated released the MD+F SX Paint raster-based painting, editing, and image processing tool for IBM OS/2 Warp.

Using SX Paint, you can paint in 8, 24, or 48 bit using a variety of tools. Paintings support opaque, fixed transparency, or paint through alpha modes. SX Paint's tools include: line, rectangle, circle, ellipse, pie, chord, arc, true-star, polygon, true-polygon, and text. SX Paint can draw as solid, a variety of styles (such as spray paint, airbrush, chalk, or glass), or using image processing filters.

SX Paint provides the largest collection of image filtering and processing modules available in an OS/2 Warp program. SX modules include: Anti-alias, Auto-Tiled Distortion, Blend, Blur, Bottle Bottom, Bright Solarize, Brighten, Bump, Bubbles, Close Spatial, Contrast, Custom Filter, Directional Blur, Diffuse, Dilate, Dissolve, Dissolve Blurred ... er, perhaps you get the idea.

Two or more images can be linked through SX's image processing filters. Changes are automatically applied to the resulting images. You can also work on different layers of your image on different windows.

The software provides full Alpha support for merging, painting, or layering of images. You select objects using the standard rubber band or a combination of drawing tools and magic wands. When you define a mask, all operations are performed through it.

Any number of views may be open on the same image. Each view of an image can be at its own zoom level.

SX Paint is a fully multitasking, multi-threaded, SMP multi-processor enabled application. All aspects of SX's tasking, ranging from job priorities to slicing of jobs per CPU can be customized. (Limited due to WebAK requirements)

Undo's memory usage can be custom limited by the number of components, total memory used, or both. You can also reduce Undo's memory

usage by using background Undo compression.

Import/Export modules currently shipping with SX Paint include: BMP, CE, DEGAS, FITS, GEO, GIF, IFF/ILBM, Iris RGB, JPEG, Lossless JPEG, MTV, NEO, PBM/PPM, PCX, PM, PNG, RLE, SUN Raster, Targa, TIFF, TINY, XBM, XPM, XWD. File exports support the more popular formats such as GIF, JPEG (including 36bit JPEG, Progressive, and Lossless), and PNG.

Browse contents of directories in SX's icon view browsers. SX's browsers, Editor windows and most other tools provide full drag and drop capability.

MD+F SX Paint ships free with every copy of the newly updated MD+F WebAK 1.1. This special version of SX also contains the WebAK GIF Animator, Imagemap Writer, Image Tiler, Download Frame Tester, Pattern Generator, and C++ Scripting language.

More information is available from Modular Dreams at www.modulardreams.com. The Web site also contains usage information and screen shots. To purchase MD+F WebAK, contact your favorite OS/2 dealer. The MSRP for MD+F WebAK for OS/2 Warp remains at \$69.99. This limited time offer is also available to current owners of WebAK.

Modular Dreams Inc, PO Box 682, Vienna, VA 22183. Email: mdf@bix.com, Phone: 703-968-6221, Fax: 703-968-4339

WGT/2 price reduced

PolyEx Software has announced new pricing for its Wordup Graphics Toolkit. Now, developing fast action games for OS/2 is easier than ever. The Wordup Graphics Toolkit set is only \$149.00 for regular users, and \$99.00 for students (requires student ID and current class schedule).

Wordup Graphics Toolkit/2 is a suite of libraries/DLL's/applications for the game developer on OS/2 Warp.

The WGT/2 Base Library includes dozens of routines from

drawing points, lines, circles, polygons, and rectangles to 2D texture mapping, palette manipulation, image manipulation, import and export of several different graphics file formats (including PCX and native OS/2 Bitmaps). Routines also address special effects like fade and wipe, with function calls for Autodesk FLI/FLC animation files.

The WGT/2 Sprite Library is a complete library for 2D sprites including transparent, translucent, and non-transparent sprites. With routines built in for ultra-fast sprite blitting and animation. Support for Fastgraph sprites is included.

Imagine a Parallax scrolling game, up to four levels at once, with animation on OS/2 Warp. It's here. The WGT/2 scrolling library contains all the routines a programmer need to make a fast scroller for OS/2.

The WGT/2 3D Library contains routines to import 3D studio files as well as DXF files, rendering these models in real time with wire-frame, flat-shading, Gouraud shading, and Phong. Source code is provided so you may build upon this solid base.

The toolkit also includes WGT/2 Sprite Editor Workshop and a Map Editor Workshop, both of which require DOS.

More information is available at www.polyex.com.

OS/2 Battleship

An OS/2 version of the board game Battleship has been submitted to the CompuServe OS/2 Developers forum; look for BATTLE.ZIP. The programmer has supplied both the source code (for other developers to learn from) and the game itself (for those of us who just want to play).

This game was developed using OS/2 Visual C++ compiler and the OpenClass class libraries.

The original game is played on two separate plastic frames, each of which has a horizontal and a vertical playing surface. The horizontal surface is used for both defensive ship placement and the marking of each of your opponents shots with white pegs to register a "miss" and red pegs to register a "hit." The vertical surface is used for your offensive shots against your opponent.

Each player's fleet consists of five ships: aircraft carrier, destroyer, battleship, submarine, and a PT boat. You distribute your fleet randomly around the horizontal surface. A player then takes a shot by specifying a row and column location (i.e. a letter and number combination: A1 to J10). The opponent then responds with "hit" or "miss" appropriately. When all the targets on a given ship are hit, the ship is considered sunk. The player that sinks his opponent's entire fleet is the winner.

In this implementation, the left board is the human player's board and the right is the computer's. Each board consists of 100 individual squares in a 10-by-10 matrix.

Sound is provided via the OS/2 multimedia classes. You will notice that different sounds are played when different actions occur in the game. Some examples are firing at a ship, ships sinking, mines getting hit, and the end of the game.

The game is released as shareware.

Oberon Java Toolkit

Oberon Software released its first Java based toolkit. "This builds on everything we have learned over the years about multi-threaded programming under OS/2," said Oberon founder and president Brady Flowers. "We ourselves will be using it extensively in the months to come as we begin to release a range of new Java based applications and applets."

Building on its strength as a supplier of terminal emulation and telecom software, Oberon has included in the new toolkit Java implementations for ANSI, VT100, and Telnet terminal emulations and ZModem file transfers as well as a number of Java AWT extensions and utility classes such as circular spin buttons, Regular Expression matching, CRC calculations, and Internet email (SMTP) utility classes.

The library contains an extensive collection of classes for scientific function plotting which, in addition to being attractive to scientists, engineers, educators and students, can also be used by anyone needing to display, size, and rotate three dimensional images.

Also included in the toolkit are OS/2 native classes for accessing the serial port, HLLAPI programming, and a REXX interface which allows a developer to add REXX scripting support to Java applications. Oberon Software plans to release cross platform versions of these native classes in a forthcoming release of the toolkit later this year.

Oberon Software allows the toolkit runtime package to be freely distributed without royalty and has announced an introductory price for the programmer's portion of the toolkit of \$39.95.

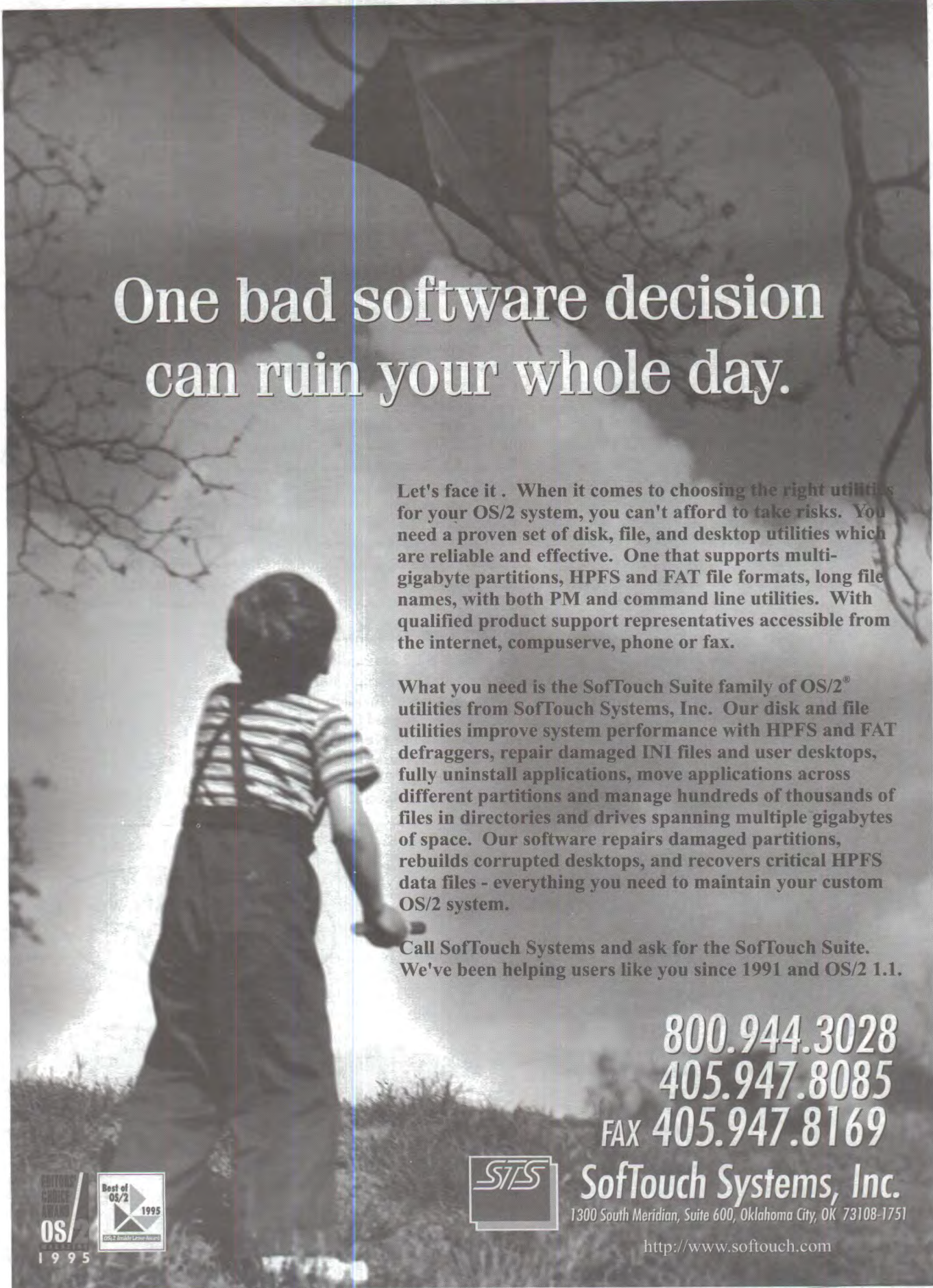
Oberon Software can be reached by phone at 507-388-7001, at www.OberonSoftware.com, or by mail at Oberon Software, Inc, 1405 E Main St, Mankato, MN 56001.

Oberon Software has been developing OS/2 software and providing OS/2 related services since 1988. More than just a specialty, OS/2 related products and services are Oberon Software's only business. Oberon OS/2 products include TE/2 and TE/2 Pro!, FSHL—Oberon Software's Alternative Command Line Executive, The Oberon Personal VoiceMail Assistant, DiskStat, LstPM, and the Commpak/2 Programmer's Toolkit for creating telecommunications routines under OS/2. In addition, Oberon Software has developed unique, OS/2 based solutions for a number of major corporations in the banking and communication industries.

OS/2 Warp 4 World Tour

Have you been looking for a way to demonstrate OS/2 to your coworkers and friends? Or would you like to provide self-paced training for OS/2 users? IBM just announced the OS/2 Warp 4 World Tour, a multimedia computer-based demonstration and overview of OS/2 Warp 4 features and functions.

In this multimedia CD-ROM, Chip Ramsey, a fictitious British rock star, welcomes you to his mansion in Austin, Texas. Chip and his tour manager, Roxanne Rolls, tell you all about OS/2 Warp 4 in this richly colorful, fun-to-use package. This self-paced training includes an overview of OS/2 Warp 4, the BonusPak, and the Application Sampler; reference ➡



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material for OS/2 Warp 4; and review, quotes, and awards information on OS/2 Warp. A self-running linear demonstration of OS/2 Warp 4 is also included. But best of all, this CD-ROM contains a tour of OS/2 Warp 4 with detailed information, scenarios, simulations, and demonstrations.

Topics include:

- Basic architectural features, including multimedia support
- Connectivity with the World Wide Web
- VoiceType for OS/2 Warp 4
- Advanced assistance facilities and online documentation
- Bonus Pak applications

The tour runs on any PC with OS/2 Warp 3 (with WinOS2), Windows 3.x, or Windows 95. The IBM part number is 5639-C89, 4001, and the software has a suggested list price of \$50.

PlusPak: B.U.G.S.

Stardock Systems is proud to announce the release of PlusPak: B.U.G.S., an arcade game that is now part of Stardock's PlusPak series of OS/2 programs. This new game was developed by Jeppe Cramon, maker of the Cramon Utilities (a set of free-ware/shareware utilities for OS/2), and Ingo Guenther.

PlusPak: B.U.G.S. is a completely new arcade game in the tradition of the arcade classic Galaga. In PlusPak: B.U.G.S. you must save the universe from Bill's Unbelievable Ghastly Spaceships! The evil Bill wants nothing less than to rule the universe and you are Earth's only hope. Take command of the defender and blast the BUGS from the galaxy.

PlusPak: B.U.G.S. has:

- Hundreds of levels
- 256 color graphics that use OS/2's DIVE for fast performance
- Entertaining and exciting sounds that use OS/2's DART (optional)
- A number of different enemy bugs each more impressive and more deadly than last.
- Changing (scrolling) backgrounds with each new set of levels.

B.U.G.S. will be available for \$24.95 when ordered online from

Stardock's commerce server (or \$29.95 on disk). For more information look on Stardock's Web page (www.stardock.com).

PM Radio

PM Radio 1.02 is a device driver and accompanying application for the Reveal RA300 PC radio card. The program is free.

PM Radio is designed to operate much like a normal car radio with pushbutton tuning, station scanning, and 20 memory selections. It also features tuning indication and per memory volume settings.

This version works on OS/2 Warp 3.x and 4.x. Both English and German executables are included. The documentation is in English only. You should be able to find the file at Hobbes, <ftp://hobbes.nmsu.edu/pub/os2/apps/mmedia/sound/util/pmr102.zip>.

Contact Paul Ratcliffe at paul.ratcliffe@virgin.net or paul.ratcliffe@bbc.co.uk, or check <http://freespace.virgin.net/paul.ratcliffe>.

Memory Game for OS/2

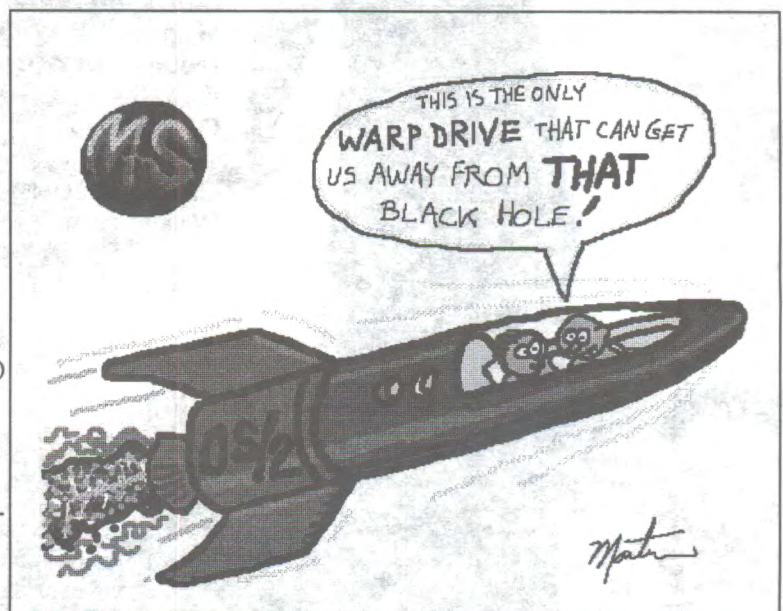
Memory Game 1.2 is a card matching game with 32 beautiful, 300 dpi, 256-color pictures of dinosaurs. This game has been designed for speech navigation; it can be played by saying the numbers that appear below the hidden pictures. This is a game for all ages, and is especially impres-

sive to people unaware of OS/2 and its capabilities.

The following changes have been incorporated in the new version:

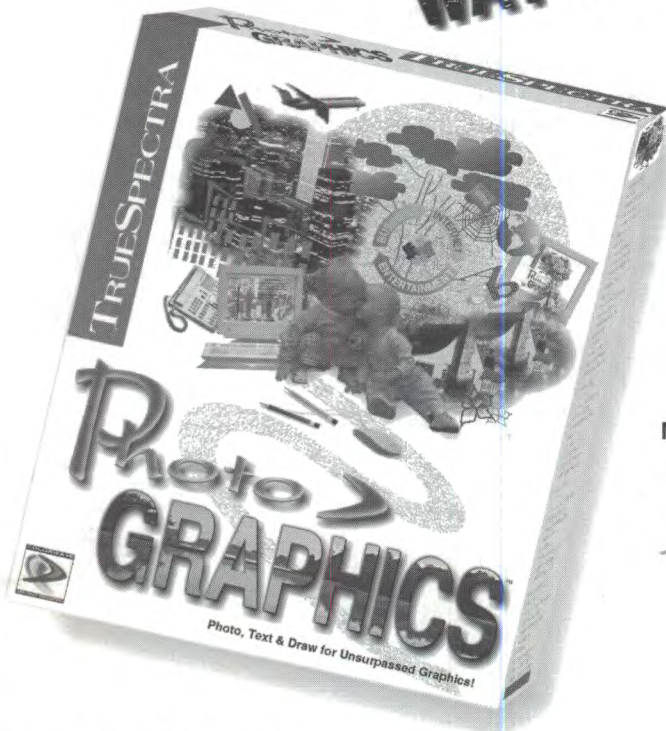
- Keeps track of selected background and top score by saving it to disk.
 - Scoring changed to number of card pairs flipped.
 - Register through CompuServe GO SWREG ID #15744
- Memory Game for OS/2 is shareware. The registered version includes five different card themes, and many more options.

The game (MEMGAM22.ZIP) can be found in the OS2CENTRAL forum on CompuServe and at other OS/2-related sites. You can also download it from "The Warped Code Cellar" at <http://ourworld.compuserve.com/homepages/aschw> where you can also find other OS/2 programs including an RGB Color Calculator and a Thermometer display. The thermometer display interfaces an OS/2 system to a Programmable Logic Controller (PLC), commonly used in industrial control. ☺



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The Phoenix OS/2 Society, Inc

The Phoenix OS/2 Society is a computer user group dedicated to OS/2. We have been publishing our award-winning magazine, *extended attributes* since August of 1994, and we have members all over the world.

Yes, this is a user group publication, and that sometimes shows; however, that's also an advantage, since you get real-world feedback about OS/2 and OS/2 products from other users, not just jaded, cynical journalists.

How useful will it be to join the Phoenix OS/2 Society if you aren't in Arizona? We see the Phoenix OS/2 Society as something akin to the National Geographic Society or the Smithsonian; while most members only see a magazine, you're actually a member of a society, and can participate in its activities when you happen to be in the area.

Even without activities that take place in Phoenix, Society membership includes product discounts that alone could make membership worthwhile. Taking advantage of one such discount could easily save you the entire cost of membership, giving you a "free" subscription.

Plus, the Society is prominent in the computing community. We are *already* heard by IBM; they listen to what we say. Several IBM executives get *extended attributes*. They don't get it for the "club news"—they use it to learn what OS/2 users really care about. And they respond to what they read.

You're not just getting a magazine. You're getting a voice.

If you would like to continue to receive the magazine, fill out the membership card in the center of the magazine. We would love to have your voice join ours!



Invites you to join

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